

CBW

Coach and Bus Week

The PSV industry's news weekly • 25 May 1996 • Issue 219

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Welcome move

AFTER months when it appears that just about every coach and bus industry company merger has been given the green light, it comes as something of a surprise to find that Stagecoach has been given little option but to divest its operations in Milton Keynes and Huntingdon.

Once again the decision raises questions about the rationale behind a process which singles out one acquisition from a flood of takeovers that have made the headlines in *CBW*.

Only last year we reported that the majority of Monopolies and Mergers Commission investigations concerned the bus industry. Since then there has been no sign of any slowing down in takeover activity - in fact, the contrary is true.

But now, after months of free-flowing traffic, the Government's competition and consumer affairs minister has given Stagecoach a flashing amber light - divest or face an MMC inquiry into its acquisition of Cambus.

Nevertheless, it is a decision welcomed by smaller operators throughout the country. The spread of the large bus groups poses an ever-greater threat to the many companies supplying long-standing local services to the community.

When a big group invades their territory they inevitably feel their stability threatened.

There has to be a place for the smaller operator, and this latest decision goes some way to reassuring the industry that

their role is valued in a competitive marketplace.

LABOUR'S leaked transport policy confirms the long-term future for public transport should Tony Blair lead his party to victory at the next General Election.

A shift towards less intensive car use is promised. But that is inevitable with traffic volume set to rise by up to 142 per cent within the next three decades.

What matters is how the next government, no matter which party is in power, resolves the problem. Labour promises integrated services but has yet to address the practicalities.

We are on course for a full-scale public transport debate over the coming months and by the time of the Confederation of Passenger Transport's annual conference in October we shall be much closer to knowing the policy detail. How appropriate that top transport spokesmen (and woman) from the main parties will be on the platform at Cardiff - election fever will be at its height.



Mike Morgan
Editor

events

2 June: Bus and Coach Wales Rally, Barry Island, South Glamorgan. Contact Cardiff Transport Preservation Group, 1 Tyn-y-Cae Grove, Cardiff CF4 6DB, tel 0374 158761

2 June: Leyland 100, Lancashire. Historic bus and truck rally. Exhibitor inquiries ONLY, contact Gordon Baron, c/o The British Commercial Vehicle Museum, King Street, Leyland, Preston PR5 1LE, tel: 01257 266036

3-6 June: ISATA European automotive development forum, Florence, Italy. Registration forms from ISATA, 42 Lloyd Park Avenue, Croydon CR0 5SB, tel 0181 681 30690, fax 0181 686 1490

5-6 June: Natural Gas Vehicle Association Bi-ennial Conference & Exhibition, Heritage Motor Centre, Gaydon. Details on 0171 388 7598, fax 0171 355 5099

7-9 June: Engine Remanufacturing Exhibition, International Exhibition Centre, Castle Donington Race Circuit, Derbyshire. Details, tel or fax 01424 883110/882702

10 June: One-Day CPT members-only Conference on Disability Discrimination Act, Royal Academy of Engineers, 29 Great Peter Street, Westminster. To be opened by local transport minister Steven Norris MP. Details from CPT on 0171 831 7546

18-19 June: EUR NAV 96 — Vehicle Navigation Location and Control conference, The Church House Conference Centre, Dean's Yard, Westminster, London SW1P 3NZ. Details, The Director, The Royal Institute of Navigation, 1 Kensington Gore, London SW7 2AT, tel 0171 589 5021, fax 0171 823 8671

● STOP PRESS ●

AVON and Somerset police will again co-ordinate Operation Tourist coach safety blitz this Summer. Random checks in 14 counties follow last year's operation in nine counties when 279 out of 780 coaches and buses had defects.

▼ Coach and Bus

Hants and Sussex

THE Southern Bus and Coach Company Limited, which changed its name from BS Williams Ltd in December 1995, has called in the receivers.

Operating as Hants and Sussex Motor Services, the Emsworth-based company was founded by 82-year-old Basil Williams. In

recent years day-to-day running of the company has been handled by his son, Viv Williams.

Michael Bowell, partner at Levy Gee, was appointed administrative receiver for the company last Friday (17 May) and confirmed that: "The company continues to trade and

...as allegations by Williams' p

I will be reviewing the position at the end of this week."

Following the semi-retirement of Basil Williams, Hants and Sussex had been looking for a buyer and entered into negotiations with an Isle of

by Robert Izzard

Man Company, Overseas Brokers Limited, represented by Malcolm Morris and John Dupont. In preparation for the takeover the company name was changed from BS



Autabus Classique inquiries no longer handled by Central Bus & Coach

▼ Coach and Bus

New de

MID West Bus & Coach Sales is the name of a new dealership in Hereford. It is run by Malcolm Watkins, the former Plaxton salesman who had a 45 per cent share in the Frome Hill-based Central Bus & Coach Distributors set up last year.

Mr Watkins has now left Central, which continues to trade (see People, page 51).

Central expanded with new vehicle dealerships for the Autabus Classique mini/midi range of vehicles and UVG's Dennis Javelin-chassied UniStar. However, Autabus Classique

▼ Coach

Cityzap faces Channel heat

CITYZAP, the Dutch-based express coach operator, has entered the highly competitive cross-Channel market at a time when the main battle for coach operators is against EuroStar high-speed train and the airlines.

Inaugural routes serve London, Amsterdam and Paris, with vehicles supplied by De Jong of the Netherlands (CBW, 11 May).

Eurolines, the established operator on the

routes, says it already faced a strong challenge from other modes of transport. Md David Rendall said: "Cityzap has come on to these routes at a time when the trains are getting their act together and there's already a big capacity increase." The French TGV Thalys service is now extended to Amsterdam.

Mr Rendall confirmed Eurolines was determined to retain its market. He said: "You need experience to stay in

this business long term."

Cityzap, launched on the back of a month-long advertising campaign, sells ticket vouchers by mail order. Most of its custom is thought to be Dutch-sourced and it runs from Amsterdam to London and Paris on De Jong licences. The London-Paris service has not yet started.

Eurolines' Amsterdam response is a £29 special return and a non-stop journey.

▼ Bus

Electric bus has setback

TECHNICAL problems with the battery and electric charger have led to Oxford's experimental electric MetroRiders being taken off the road.

Towards the end of last year problems were experienced with the unique battery-powered buses. Southern Electric, which is a joint sponsor of the project along with Oxfordshire County Council, says it has resolved the technical difficulties.

in receivership...

rompt Fraud Squad investigation

Williams Ltd to The Southern Bus and Coach Company Limited.

Coach and Bus Week has learned that payment, under the contract for the purchase of The Southern Bus and Coach Company Limited by the Isle of Man

company, was via staged payments by cheques drawn on a German Bank by Overseas Brokers Limited.

Negotiations began to founder during the course of these payments and Mr Viv Williams alleges certain guarantees were not put in

place by Malcolm Morris.

Detective Sergeant Perry from Havant CID told *CBW*: "Hampshire Police are at the early stages of pursuing an inquiry following a complaint by Mr Viv Williams. However, due to the size and complexity of the investigation, the matter will be handled by Hamp-

shire Fraud Squad."

Viv Williams said: "At the moment the services are all being maintained, the company is running, and we are looking to negotiate a deal for the future to procure and preserve the jobs of the very loyal staff, and the routes and the services to the public."

alership

has subsequently withdrawn from the arrangement. Sales and marketing director Alan White, said:

"To maintain the high level of service to customers in the West Midlands, Wales and the South West in relation to Autobus Classique products, it has been agreed Autobus will resume responsibility for customers in those areas and that any inquiries received by Central will be passed to Autobus Classique. Part exchange will still be considered in conjunction with other members of the dealership network."

▼ Bus

Ribble running Berkhof SLFs

STAGECOACH Ribble has gone Dutch with the launch of five low-floor Berkhof-bodied Dennis Lance SLFs on route M10 linking Manchester's Arndale shopping centre with Hope Hospital, Eccles and Brookhouse.

Part funded by a grant from Greater Manchester PTE, the five vehicles are based at Ribble's Bolton Depot.

Maq Alibhai, operations manager for Bolton and Manchester, said: "Last year we upgraded the route with 100 per cent Alexander-bodied Volvo B10Ms and these five low-floor Dennis's will replace five B10Ms, which will be transferred to our X25 Manchester to Clitheroe service."



Berkhof/Dennis Lance SLFs replace five B10Ms

The low-floor buses will operate half-hourly, within a fully-integrated service on the M10 which runs every seven to eight minutes during the day.

Drivers have been handpicked and trained in customer care.

For the first four weeks of the service, wheelchairs users and parents with prams travel free when using the low-floors.

Stagecoach Ribble has plans for another seven low-floor buses on two routes later in the year.

▼ Bus

Divest or face MMC

STAGECOACH must divest itself of MK Metro, Milton Keynes CityBus and its United Counties' Huntingdon depot within six months if it is to avoid a Monopolies and Mergers Commission investigation of its Cambus Holdings acquisition.

These are the main undertakings announced by John Taylor, minister for competition and consumer affairs.

Mr Taylor says his decision follows advice from the Director General of Fair Trading (DGFT).

In addition to divestment, Stagecoach must also agree not to register commercial services competing against the sold operations - for six months in the case of the MK businesses or two years in Huntingdon.

The DGFT said the merger with Cambus, which took place earlier this year, is likely to lead to a significant loss of competition and potential competition in the operation of commercial and tendered bus services over a large part of Cambridgeshire, Northamptonshire, north-Bedfordshire and in Milton Keynes. He expects higher fares and reduced service.

▼ Coach and Bus

Pullman sells Kent bus op

LONDON Coaches parent, Pullman Group, has sold the former Grey Green bus operations inherited with the purchase of the Strood depot (*CBW* 18 May) to British Bus subsidiary, Maidstone & District.

Pullmans, which is celebrating its fourth anniversary, says the Kent bus operation does not fit in with its plans. Seven buses transfer to M&D, routes re-registered on contracts assigned.

CBW

▼ Coach

Fans monitored

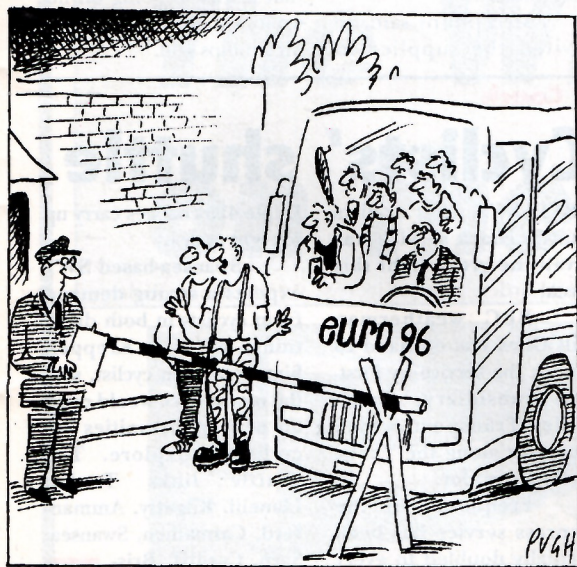
SOUTH Yorkshire Police is monitoring the movement of soccer fans visiting its area during the Euro 96 football championship which starts next month.

It is particularly concerned about potential public order problems involving groups of foreign nationals and asks coach operators to co-operate and supply its intelligence unit with information about movements of football fans during the championship.

However, the police

are not only interested in visitors attending matches. Detective Constable Brian Pashley said: "We are asking all coach and bus operators in the area to phone in the event of any foreign or UK national, group or organisation booking a vehicle for any excursion — seaside resort, adventure theme park, other sporting event, etc — during the tournament."

● Contact SY Police on 0114 296 3955 or fax 0114 296 3959.



"ALL WE WANT TO DO IS GO TO THE BEACH"

In brief

CPT booklet

THE Confederation of Passenger Transport UK (CPT) has produced a members' booklet, *Working With Opinion Formers*, a guide for dealing with four critical areas of opinion forming. The guide is currently being distributed to all members.

China deals

BREAKTHROUGH contracts in China have been achieved by engine maker VarsityPerkins, based in CBW's home city, Peterborough. For example, on display for the time at Engine China '96 is the Chang Jing CJ6922 TICI High Speed Team Coach powered by Perkins Phaser 160T engine. Two thousand of the vehicles are produced each year by the Changzhou Bus Co.

Access route

MIDLAND Red West is now running in Shropshire and Worcestershire what is thought to be the first super low-floor bus in a Midlands rural area. The Cummins-powered, Dennis-chassied Plaxton Pointer can seat 27 and take two wheelchairs or 33 without wheelchairs and will run on a different route every day.

Night buses

THAMES Transit has introduced new extra late-night buses on services linking Oxford and South Oxfordshire. On Fridays and Saturdays night buses are running from Oxford to Wantage until 3.15am and to Abingdon and Didcot until 3.45am. Many villages en route will also benefit.

LTB changes

FIVE new London Transport Buses contracts have resulted in a change of operator. Route 79 transfers from London Buslines to MTL London, route 179 from Grey-Green to Capital Citybus, route 190 from London United/London Buslines to Armchair, route 391 from London United/MTL London to London United and the Brent area Mobility routes from London Buslines to CentreWest.

Coach

Wheel loss can be due to faulty parts says operator

Serious incident averted after independent check reveals studs danger

By Frank Forster

A SERIOUS wheel-loss incident was averted by a vigilant operator — who is now convinced such incidents could sometimes be the result of substandard products.

Alan Phillips, who runs a one-vehicle operation trading as Phillips Tours, says some wheelnuts came loose for no reason on the rear nearside wheel of his 1984 Leyland Royal Tiger — which, incidentally, has been driven all over the UK, and Europe.

Mr Phillips said the wheelnuts had been checked regularly but he decided to replace all 10 wheelnuts, the studs, the hub and the bearings. He tried to get all the parts from his normal supplier but only got the studs and nuts and had to get the rest from Volvo. He claims the studs proved to be substandard.

Mr Phillips has his own mechanic but work is carried out at another operator's premises. After a fortnight they decided to reline the brakes earlier than was needed so the



Phillips Tours' Leyland Royal Tiger is used for tours all over Europe

vehicle was ready for a busy period. After re-lining Mr Phillips said they torqued up the nuts and took the vehicle on a 30-mile run, before the torques were re-checked by the other operator's mechanic.

They then took the vehicle to a tyre-fitting depot to make absolutely sure the wheels were at the correct torque because, Mr Phillips said, he had been worried by all the publicity over wheel-loss incidents.

But when they got to the depot the nuts were loose. The depot re-torqued them but one of the studs sheered. He drove back slowly to the operator he uses for main-

tenance purposes, where his mechanic discovered eight out of ten of the studs had "chromed" — the threads were bare.

He took all except the broken one back to the suppliers and explained what had happened but he had noticed the parts were not stamped. "But the supplier assured me they'd come straight from Volvo," Mr Phillips said.

However, he took the parts to a Volvo dealer, who said they were not genuine. He also took the broken stud to a metallurgist who concluded it was substandard.

Mr Phillips said he invited the supplier to

inspect the vehicle, which he left jacked up over a weekend but the supplier did not do so. The supplier also did not reply to a hand-delivered letter. It then sent threatening letters because Mr Phillips refused to pay for the parts, although he had paid his other bills and the supplier had originally agreed to credit him for the studs.

"Why on earth didn't they take it up? They've treated me like dirt. Their attitude was appalling. I can't think of anything that's more safety related than wheelnuts. If that is what is going on no wonder there's a problem," Mr Phillips said.



Bill Giles and Alan Kreppel launch the shuttle

Coach

Cyclists' shuttle

BRITAIN'S first cyclists shuttle coach service was given the green light this week.

BBC weatherman Bill Giles was on hand to launch the service by First-Bus subsidiary, South Wales Transport, which operates along the Tenby to Bath corridor.

Frequency of the express service has been virtually doubled to every 30 minutes and SWT's

Duple 425 coaches carry up to eight cycles.

Swansea-based SWT expects a strong demand from cyclists in both directions. Md Alan Kreppel, himself a keen cyclist, said the new service would open up new opportunities for cyclists to explore. The shuttle links Tenby, Llanelli, Kilgetty, Ammanford, Carmathen, Swansea, Sarn, Cardiff, Bristol and Bath.



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▼ Coach

Crystals Convoy

CRYSTALS is among the first to receive the new Convoy from LDV for conversion to high-specification 16-seater coach.

The coach, which has re-designed and lowered front GRP step with door extension, will be a joint demonstration unit and is available to test drive at either the company's factory in Doncaster or offices in Dartford.

Crystals' range also includes what it believes to be the first ECE 14/17 tested minicoach — developed jointly with Renault.

Based on Renault Master or Renault Traffic, the Crystals conversion incorporates a re-engineered floor providing anchorage for Richards and Shaw seating, all meeting ECE standards.

Crystals warns that, while seatbelt installation remains unregulated, there is no easy way of telling whether a conversion is satisfactory under accident conditions unless a recognised safety certificate has been awarded. In Crystals case this is the 'Renault Accord Technique Approval'.

Crystals has also developed its own lowerable suspension for Peugeot 270 and 350 series.

▼ Coach

A new engineer of year for WA

Mace leaves Volvo to work with Stockwell

By Mike Morgan

BARRY Mace has been named as successor to Wallace Arnold's 'Engineer of the Year', Eric Stockwell.

Although Mr Stockwell, who picked up the coveted top engineer award at last year's CBW Coach Industry Awards, does not retire until aged 62 early next year, Mr Mace moves from his post at Volvo to work alongside the current WA chief engineer at the start of next month.

Mr Mace, 47, joins WA from a position as

fleet engineering manager with Volvo Coach & Bus.

WA operations director, Stephen Barber, said: "We are delighted Barry is joining us. We are sure he will uphold the high engineering standard for which he is noted and for which Eric Stockwell was recognised as Engineer of the Year in last year's Coach Industry Awards."

Mr Stockwell is in his 46th year with WA,

having started as an apprentice in 1950 and been promoted to chief engineer in 1976.

Since then he has become recognised and respected by manufacturers to be a first-class hands-on engineer. Many of the features on current vehicles were once extras specified by Wallace Arnold on its own vehicles and which were subsequently added to the



Barry Mace: starts next month

manufacturer's standard specifications.

Wallace Arnold runs 185 coaches and on average puts 12 per week through MOT. There have been no recorded failures during Mr Stockwell's stewardship

▼ Coach

Coachline transfer deal goes ahead

THE deal to transfer Mainline's Coachline operation to a new company has gone ahead.

The mystery buyers (CBW, 4 May) are former Scancoaches md Glen Harrison, and Alan Draisey, previously a depot manager with Yorkshire Traction and commercial manager with Shearings.

An interim agree-

ment enables the new directors to apply for a 15-disc O-licence in the name of South Yorkshire Coachline Ltd. Meanwhile, it's business as usual for the Rotherham-based operation while vehicles and staff stay with Mainline.

Given successful completion of O-licence formalities, staff will have the option of joining the

new company.

Mr Harrison told CBW the long-term aim was to develop and maximise Coachline's potential. He said: "Mainline wanted to stay with its core business and coaching would be better in specialist hands. They are now very supportive for the future. It's a good business and we've been overwhelmed by what is

out there."

South Yorkshire is an area showing an upturn in demand for coaches according to Mr Harrison, who will manage sales. Mr Draisey will look after day-to-day running of the business.

Mr Harrison left Scancoaches at the beginning of March before embarking on this new enterprise.

▼ Bus

Mainline: 40 B10Ms

MAINLINE has invested £4 million in 40 new Alexander PS-bodied Volvo B10Ms. The order includes eight high-specification versions for use on the upgraded X78 service, offering an improved daytime frequency of a bus every 20 minutes between Doncaster and Sheffield via Conisborough, Rotherham and Meadowhall with a maximum return fare of £2.20.

Double-glazing and 49 high-back seats are fea-

tured, together with improved interior lighting.

Mainline's commitment to the Volvo/Alexander PS began in 1990 and the company now has 180 of the vehicles.

Pictured at a special ceremony at Doncaster Racecourse are: (L-R) Volvo bus sales manager, Steve Dewhurst; Mainline chairman and chief executive, Peter Sephton; and Alexander group commercial director, Anthony Pursey. 





CARLTON

S E C O N D T O N O N E

SJ SUPERDEAL



Scania Elite K113 Plaxton Paramount 3500, 1992, 7 speed manual GR801 comfort shift gearbox, ABS, road speed governor, variable top speed limiter, exhaust brake, kneel facility, ferry lift, autolube, electric retarder, Webasto heating, inswinging entrance door, Central continental door, centre toilet, half rear emergency door, 3 roof vents, forced air ventilation, aircraft lockers, crew compartment, grey moquette, 49 reclining seats, centre gangway carpet, double glazed, side curtains, rear curtains, side blinds, aluminium wheels, Blaupunkt radio/PA system, repainted white 2 pack. MoT 13.09.96.

SJ SUPERDEAL

Volvo B10M Mk II Van Hool Alizee, 1989, 273 BHP, ZF 6 speed S690 manual gearbox, Telma retarder, exhaust brake, autolube, road speed governor, variable top speed limiter, ferry lift, plug entrance door, half rear emergency exit, double glazed side windows with blinds, rear screen curtains, Ishringhausen drivers seat, courier seat, 53 reclining seats, Radiomobile radio/PA system, 3 roof air vents, forced air ventilation. Choice of 3, retrimmed and repainted white. Variable MoTs.

SJ SUPERDEAL

Volvo B10M Jonckheere P90, 1983, 58 reclining seats plus courier, TV/video. MoT 22.03.97.

SJ SUPERDEAL

Volvo B10M Mk III Van Hool Alizee, 1991, 273 bhp, ZF HP5000 automatic gearbox, internal retarder, ABS, road speed governor, variable top speed limiter, autolube, ferry lift, kneel facility, plug entrance door, centre continental door, half rear emergency exit, double glazed side windows with blinds, rear screen curtains, Ishringhausen drivers seat, courier seat, crew compartment, 49 reclining seats, **lap belts**, brown/orange moquette, mid section servery/fridge, toilet, Radiomobile radio/PA system, 2 roof air vents, forced air ventilation. Choice of 2 brown/orange, repainted white 2 pack. Variable MoTs.

SJ SUPERDEAL

DAF Van Hool LD SB2300, 1990, ZF 6 speed Splitter gearbox, 49 reclining seats, centre continental door, toilet, servery unit, double glazed, curtains, TV/video, radio/PA/cassette, interior brown/orange, exterior white/green. New MoT.

SJ GOLD DEAL

Toyota Coaster, 1990, 28 seats, boot, curtains, power door, radio/PA/cassette, interior red/grey, exterior silver/grey. MoT 09.10.96.

SJ SUPERDEAL



Volvo B10M Mk II Van Hool Alizee, 1990, ZF 6 speed S690 manual gearbox, internal retarder, autolube, ferry lift, road speed governor, variable top speed limiter, exhaust brake, Webasto heating, plug front entrance door, central continental door, half rear emergency door, centre toilet, crew compartment, 49 roof vents, forced air ventilation, Ishringhausen drivers seat, courier seat, 49 reclining seats, brown moquette, double glazed, side blinds, rear curtains, Radiomobile radio/PA system. MoT 01.10.96.

SJ SUPERDEAL



DAF SB3000 Van Hool Alizee, 1989, 49 seats, Webasto, drivers bunk, double glazed, foot rests, seat back nets, water boiler, fridge, curtains, carpets, wired for TV and video, sunken centre toilet, continental door, repainted white 2 pack. MoT 09.12.96.

SJ SUPERDEAL

Leyland Tiger Plaxton Paramount 3500, 1987, 6 speed ZF gearbox, 51 reclining seats plus courier, grey/red moquette, maroon curtains, double glazed, o/s rear continental door, o/s toilet, TV/video, radio/PA, drinks, fridge. MoT 22.02.97.

SJ SUPERDEAL

Leyland Tiger Van Hool (H) Alizee, 1985, ZF 6 speed gearbox, 48 reclining seats and courier, TV/video, red/orange moquette, n/s floor mounted toilet, rear floor servery, fridge, (no continental door). MoT 01.03.97.

SJ SUPERDEAL



Scania K112 Plaxton 4000, 1985, 72 reclining seats, courier seat, toilet, drinks, repainted white 2 pack. MoT 28.01.97.

SJ SUPERDEAL



Setra Tornado 215 HD, 1982, MAN engine, ZF 7 speed gearbox, Voith retarder, 49 reclining seats & courier seat, centre sunken toilet with continental door, Webasto heating, Sutrak air conditioning, servery unit with water boiler, front mounted fridge, radio/PA/cassette system, 2 TV monitors and video, drivers bunk, drivers door with wardrobe and central locking, retrimmed and repainted white. MoT 06.12.96.

SJ SUPERDEAL

Leyland Royal Tiger Van Hool Alizee, 1986, 49 reclining seats plus courier, grey/red stripe moquette, double glazed windows, Telma, orange curtains, TV/video, o/s centre continental door, o/s centre sunken toilet, provision for bunk, (new engine 3 months ago). MoT 05.03.97.

SJ SUPERDEAL

Leyland Leopard Plaxton Supreme, 1982, 53 reclining seats, power door, brown stripe moquette, orange curtains. MoT 09.12.96.

SJ SUPERDEAL



Renault S56 Perkins, 1987 & 1989, Allison automatic gearbox, Alexander body, 25 seats and 8 standees. Long MoTs.

SJ SUPERDEAL



Leyland Tiger L10, 1989, Alexander service bus bodies, Cummins L10 ZF automatic, 55 seats & 24 standees, painted white. MoT 30.08.96.

SJ UPDATE

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U.K. CONCESSIONAIRE

SJ SUPERDEAL

Leyland Tiger 245 Plaxton Paramount 3500, 1983, ZF 6 speed gearbox, 49 reclining seats + courier seat, rear sunken toilet, continental door, radio/PA/cassette. MoT 26.12.96.

SJ SUPERDEAL

Leyland Tiger 260 Duple 340, 1987, 48 reclining seats, O/S/R/sunken toilet, O/S/R continental door, TV/video, courier seat, blue stripe moquette, exterior 2 tone metallic grey. MoT 22.03.97.

▼ Coach and Bus

Iveco makes changes in its Daily

IVECO has expanded, face-lifted and relaunched its Daily range of vehicles to include a number of base van models suitable for minibus conversion. The revised range includes the introduction of a competitively-priced 3.5-tonne range that will provide the basis for a 15-seat minibus and compete directly with vehicles such as the Ford Transit and the Fiat Ducato.

Iveco is also to launch its own Family 15-seat bus which will be converted by an as yet unnamed converter and sold through Iveco dealers. The Family minibus is expected to be launched early next year and will have full M2 tested seatbelts throughout.

As with other recent vehicle launches changes are evolutionary and not revolutionary. From the outside the vehicles boast a new front grill with corporate styles matching that used in the larger goods vehicle ranges, they have a new bumper designed to incorporate an extra air intake, front wings and mirrors are redesigned, the high roof is modified to improve the aerodynamic shape, they have new wrap-around rear bumpers and rear light arrangements.

Inside the cab area

there is a new "soft touch" fascia, a soft grip steering wheel with a flat central area designed so the driver can use it as a writing desk (when the vehicle is stopped we trust) and a shorter gear lever. On the window buses produced with a plug door for UK coach conversions the plug door now opens towards the rear of the vehicle.

The main changes are under the bonnet and revolve around the introduction of Euro 2 emissions versions of the established range of direct-injection engines. For the

lighter vehicles in the range, which in Europe has models from three to six tonne gross vehicle weights, there is a choice of three engines including an 82 hp naturally-aspirated 2.5 litre, with pre-combustion chamber, a new 103 hp 2.8-litre direct injection turbocharged engine, and a 122 hp turbocharged and inter-cooled direct injection 2.8-litre diesel.

Vehicles up to 4.5 tonnes (model 45.12) will be fitted with disc brakes

all round. The heavier vehicles including those fitted with coachbuilt coach and bus bodies will still come with front discs and rear drums and will only be available with the turbocharged or turbocharged and inter-cooled engines. Suspension is normally independent front and rear leaf springs although rear air suspension is available as an option for minibus and coach operators.

Integral van-based versions are available with 3.3 or 3.96-metre wheelbase with overall lengths of 5.97 or 6.85 metres.

Revised range meets new emissions standards



Evolution: main changes on the relaunched Daily are under the bonnet

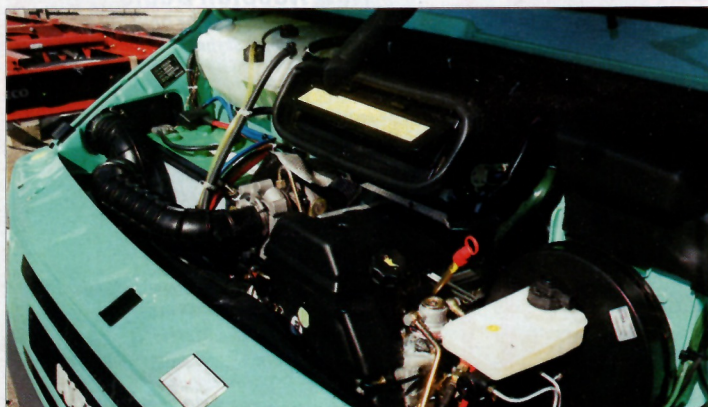
by Noel Millier

The 4.1-metre wheelbase 59.12 chassis will continue to be offered for eight-metre long coachbuilt bus applications.

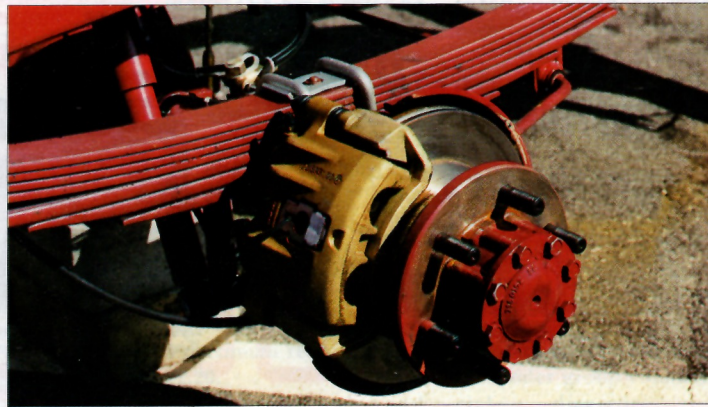
The UK van range has been boosted with a number of new models including some which might serve specific PCV roles. Daily vans will come in three distinct ranges including the low-cost 35.8 Leader van with a 2.8-metre wheelbase and an interior cube of seven cubic metres which could be used as a low-cost rugged 11/12 seater; the Classic range; and the Professional range, including a short-wheelbase City delivery van which comes with extra small double rear wheels to reduce the floor height, a high roof, and a plug door, and the Vender which also has a plug door but has a higher roof and single rear wheels.

All models in these three ranges are 3.5 tonnes suitable for conversion to PCVs with up to 14 passenger seats. All come with the choice of the three engine options.

Iveco is backing the launch of these models with a major Europe-wide marketing campaign which will include television, radio, magazine and poster and hoarding advertising. Commenting



Choice of three Euro 2 engines on lighter Daily range



Disc brakes are fitted all round on the 4.5-tonne 45.12

routine

on the launch, Iveco's UK light vehicle division director Sandy Mathieson said: "This new wider range represents an excellent opportunity to broaden our customer base. It will allow non-professional retail users access to the benefits of a truck-based dealer network."

The Daily range is built at Italian plants in Suzzara (where the coach and window vans are built), Brescia and Valladolid. Outside Europe Daily minibuses are now built in China and an agreement has recently been signed to produce vans in the Ukraine. Iveco has the capacity to build up to 70,000 units at its Italian plants.



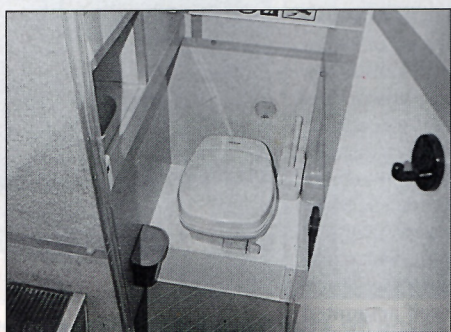
Iveco backing the launch of the new range with a major Europe-wide marketing campaign



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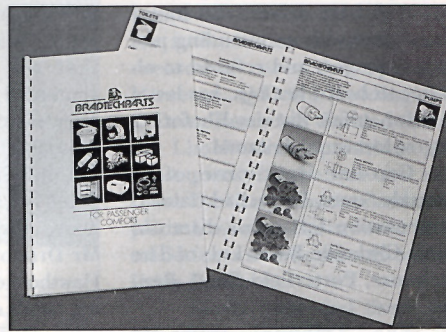
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▼ **Licensing**

Revocation on financial

Commissioner refuses to delay implementation of decision pending an appeal



ABC Taxis (J Lambley) Ltd's 24-vehicle O-licence has been revoked on financial grounds by South Eastern & Metropolitan traffic commissioner Brigadier Michael Turner.

The commissioner has refused to delay the implementation of his decision pending any appeal to the Transport Tribunal.

In his decision, Brigadier Turner said the company, of 38 Stoke Road, Guildford, Surrey, first appeared before him at a public inquiry in Eastbourne in May 1995 over maintenance matters. During that hearing it became clear finance was a relevant issue and the proceedings were adjourned until June 1995.

At that time a major question mark was placed

against the company's ability to meet the mandatory requirement under the Public Passenger Vehicles Act 1981 that it be of adequate financial standing. The company's case was it had been unable to file proper accounts because of a dispute with its

Brigadier Turner said he believed he had been very tolerant with the company

accountants. The hearing was adjourned until September 1995 but the company then wrote to say it was intending to surrender the licence as it was being taken over by another operator.

When that proposed surrender of the licence

by Michael Jewell

failed to materialise, the public inquiry was re-convened and the company appeared before him in November 1995. Its new accountant, Mr B J Counsell, promised at that time to produce evidence to show the company did have adequate capital and reserves to the level required for its standard international licence, bearing in mind the requirements of the legislation which laid down levels dependent upon the number and size of vehicles operated.

He, therefore, allowed the company 14 days in which to produce that evidence. When that evidence arrived it clearly showed the company did not meet the necessary re-

quirements, bearing in mind the comments made by the Transport Tribunal in the case of J J Adams (Haulage) Ltd.

Accordingly, said the commissioner, on 14 December he spelt out why he thought the company's evidence would fail but he gave it until the end of the year to comment. No further evidence had been produced and for that reason the licence was revoked.

Brigadier Turner said he believed he had been very tolerant with the company and that had been because he had been promised the licence would be surrendered on the takeover of the operation by another reputable firm. As it was, he had been put off on numerous occasions and he believed the time had now

come for a line to be drawn.

The plain fact was this company did not meet the mandatory requirement contained in the 1981 Act to be of adequate financial standing. It had more than ample time to prove the contrary. Consequently, he

The fact was this company did not meet the need to be of adequate financial standing

saw no reason to grant a stay pending any appeal, despite the representations made in a letter from Ward International Consulting Ltd. In the J J Adams (Haulage) Ltd case the Transport Tribunal defined "having available", "sufficient financial

▼ **Employment law**

Bus driver loses dismissal claim



A BUS driver who had a row with an intending passenger, and refused to allow her to board her bus, has lost a claim for unfair dismissal before a Glasgow Industrial Tribunal.

Caroline Hawthorne, of 54 Waterside Street, Largs, had claimed compensation for unfair dismissal against Clydeside Buses Ltd, of The Gatehouse, Porterfield Road, Renfrew.

The Tribunal said Ms Hawthorne had been employed by the company from September 1989 until being summarily dismissed in September 1995. Deputy traffic controller James Driscoll had the responsibility of conducting any necessary disciplinary proceedings against a driver. He received two separate statements from an aggrieved intending passenger, a Miss Smith, that had been taken by different members of the company's management at different times.

The statements were consid-

erent and made various complaints about Ms Hawthorne, including one that she had committed what amounted to a physical assault, however mild, on Miss Smith. Mr Driscoll also had a statement from the only independent witness, another driver employed by the company. After considering the matter, Mr Driscoll decided to dismiss Ms Hawthorne, giving his reason as "laying hands on a passenger."

Ms Hawthorne availed herself of the company's appeals procedure, but her appeals were rejected by higher management. The only area of factual dispute was the extent to which Ms Hawthorne had touched, pushed or struck Miss Smith. At both stages of the appeals procedure, she was represented by her union representative, who confined the grounds of her appeals to the proposition that dismissal was an unnecessarily severe punishment.

The Tribunal said it was reasonable for the company to come to

the view that Ms Hawthorne had committed a number of offences against Miss Smith, the cumulative effect of which was gross misconduct and for which dismissal was a sanction open to them. It was equally reasonable for the company to conclude that Ms Hawthorne, in some way, made an aggressive physical contact with Miss Smith, which was certainly not required by way of self defence, and which itself amounted to gross misconduct.

The Tribunal was satisfied the company had sufficient information to come to a reasonable belief that Ms Hawthorne was guilty. It said criticism of the scope of the investigation by the company was not well founded. The investigation had been, in the circumstances, adequate and the company's conclusions were reached notwithstanding their appreciation of the fact Ms Hawthorne had probably been subjected to verbal abuse and provocation by Miss Smith.



Limebourne Travel's O-licence

▼ **Licensing**

Q-Drive-own



Q-DRIVE Coaches Ltd, trading as Limebourne, has been granted a new O-licence. South Eastern & Metropolitan traffic commissioner Brigadier Michael Turner said he was satisfied there were no substantial links with the previous Limebourne Travel Ltd, whose licence he revoked last June.

grounds

to the Transport Tribunal

resources" or "capital reserves".

In its judgment, it said the opening words, namely "having available" provided the key to the meaning of each expression. "Available" was defined as: "capable of being used, at one's disposal, within one's reach, obtainable, or easy to get."

In other words, an operator only had available financial resources or capital and reserves

- If he had money in the bank which was capable of being used (ie it was not already needed for the payment of debts in the ordinary course of the business)
- Or an overdraft at his disposal in the sense there was a balance undrawn before the limit
- Or he had assets from

which money was easy to get in the sense that the assets were items which could be readily sold without any adverse effect on the ability of the business to generate money,

- Or he had some other way in which to come up with money at fairly short notice, should it be needed.

The above should be regarded as examples and not a comprehensive list. Whether or not an operator had available sufficient financial resources or had available capital and reserves was a question of fact and degree which had to be determined according to the circumstances of each individual case.

For example, two different operators might each have £50,000 in a bank account. If in the case of the

▼ Employment law

Employer not informed of offences



NOT telling his bosses of motoring offences caused a bus driver to lose his unfair dismissal claim. Graham Davison, 39, of Nottingham Road, Ripley, was sacked by Trent Motor Traction of Derby for failing to tell them he had been fined £300 by a local court for using a stolen tax disc on his own car and driving without insurance.

Davison, who had worked for the firm for 10 years, told an industrial tribunal in Nottingham he had not been aware he was obliged to tell the firm of convictions.

But the tribunal heard that the company handbook made it clear that all offences must be reported. The first the company knew of the convictions was when a report appeared in the local paper.

A company representative told the tribunal: "Drivers are trusted to deal with large amounts of cash and Trent felt it could no longer trust him."

Dismissing Davison's case, tribunal chairman Terence Capp concluded: "The dismissal was fair and well within Trent's rights. — Andrew Smith

first the money was deliberately kept in a deposit account, in case of emergency, there would be no difficulty in concluding that the operator had available financial resources or capital and reserves of that amount.

If in the case of the second the money had been ear-marked to meet a VAT or tax bill, which was due in the next few days, there would be little difficulty in concluding that the £50,000 ought not to be included in any calculation of available financial resources or capital and reserves, because it

would not meet the requirement of being available.

Different conclusions could equally well be justified in the case of the sale of plant, particularly working vehicles.

In the case of an operator operating at or near to capacity the outright sale of working vehicles was not a sensible way in which to raise money because it reduced the ability of the operator to operate efficiently and profitably and it meant the operator's overheads would have to be borne by a smaller number of vehicles.

On the other hand

an operator who had, or might in future have surplus vehicles, might well be able to turn them into cash, if the second-hand market was good, without any adverse effect on the business.

In the case of the operator who was working at or near to capacity it would not be surprising if the value of his vehicles was excluded from the calculation of available financial resources or capital and reserves.

In the case of the other operator it would be surprising if the opposite conclusion was not reached.



was revoked last June over hours offences but the op was then bought out by Q-Drive

ed Limebourne is given green light

Q-Drive Coaches, of Coldborough House, Market Street, Bracknell, Berkshire, had applied for a new international licence authorising the operation of 53 vehicles from Silverthorne Road, Battersea, London, the former base of Limebourne Travel, before the commissioner at a Rye public inquiry.

Last June Brigadier Turner revoked Limebourne Travel's 23-vehicle licence, banned the company from holding or obtaining a licence in any Traffic Area for five years, and banned the company's managing director, Peter Inzani, likewise for two years. He took no action against its transport manager Mr G A Zacca.

The commissioner's decision followed evidence of breaches of the drivers' hours and tachograph regulations committed by the company's drivers while abroad (CBW, 17 June, 1995).

Brigadier Turner said he was concerned there might be links with the management of the previous company.

For Q-Drive, Barry Prior said the previous Limebourne company had been bought out by Q-Drive Buses Ltd, a subsidiary of Q-Drive Holdings Ltd.

Q-Drive Buses operated Limebourne under its own licence, the authorisation on which was increased to cover that operation. However, Q-Drive Holdings sold Q-Drive Buses but decided to keep the Limebourne operation. As a consequence, there was now no licence for that operation and an application was, therefore, being made for a new licence through Q-Drive Coaches.

It was conceded there were two employees of the new company who had worked for the former Limebourne company, but they both had relatively junior positions — Mr Zacca and a Mr Inzani, who was a relative of the managing director of the previous company.

The commissioner granted the licence after hearing details of the proposed maintenance system and arrangements and about the system for ensuring that the drivers' hours and tachograph regulations would be complied with.





Up and away: John Woodward and Adele Biss on the new £1.2m attraction at Fantasy Island

▼ UK

It's a flight of Fantasy

AN uplifting experience awaits visitors to Fantasy Island now that a £1.2 million balloon ride has been opened at the family theme park near Skegness.

Adele Biss, the outgoing chairman of the British Tourist Authority

and the English Tourist Board, officially launched the ride when she was welcomed to Fantasy Island by John Woodward, the park's owner.

Balloon Flight, which was manufactured in the UK, takes visitors to the top of the 100ft

atrium, which is the park's centrepiece. After taking a ride, Ms Biss praised the theme park for its contribution to the local economy.

"Fantasy Island has been hugely important in creating jobs and bringing a good deal of invest-

ment to the area," she said. "It has been visited by more than three million visitors in its first year of operation and is a tremendous attraction not only for this part of the country, but also to bring in people from abroad."

▼ UK

Flightlink service

Dedicated s

INCREASED passenger traffic through Manchester Airport has resulted in a business boom for Flightlink, the luxury airport coach service.

Flightlink, which is owned by National Express, is reporting a two-fold, year-on-year increase in volume on the new service, following the upturn in the number of holidays departing from Manchester rather than Birmingham.

Steve McAleavy,

▼ Europe

Tunnel channel

CHANNEL Travel Radio, a 24-hour live information station, has been launched by Eurotunnel. Broadcast on 107.6 FM along the M20 from Ashford to Folkestone and Dover, the station will provide departure information for Le Shuttle and all other cross-Channel services; and news of Continental weather and road conditions.

▼ UK

Surfing takes off in Portsmouth

TOURISM officials are using the latest technology to go global and sell the city's attractions to an audience of more than 30 million people worldwide.

Pages of information are now available on the Internet and they promote the city's tourist, leisure and sports attractions, together with giving details about hotels and guest houses.

Lorraine Hawthorne, who put together Portsmouth's pages, said: "The Internet is

the way forward for many organisations and we want to be a part of it. It is particularly popular in North America, where we are keen to promote the city in what is a growth market for us."

Dr Alan Burnett, chairman of the council's economic development committee, said: "This is an exciting new development for promoting Portsmouth's many attractions and it will help to raise the city's profile internationally."

Portsmouth's 20 pages of information is alongside Weymouth, Portland, Purbeck and West Dorset. Other locations are due to go on line later this year and Dorset publisher Resort Marketing, which provides the website, is hoping to eventually include resorts from all over Britain.

●The website is <http://www.resort-guide.co.uk/portsmouth>. Lorraine Hawthorne's e-mail address is xpccmxlh@hantsnet.hants.gov.uk.

nk's luxury 'fits the bill'

services are a 'real selling point'

by William Golden

general manager of airport services for National Express, said: "The increased levels of consolidation this year have obviously left agents with a much higher proportion of departures to sell from Manchester than a year ago.

"This means they need to offer passengers in the Midlands an efficient, economical and comfortable travel

option - and Flightlink fits the bill.

"The fact that services depart from the dedicated coach/air terminal at Long Acre, in Birmingham, and run directly to Terminals 1 and 2 is proving to be a real selling point."

Flightlink established itself by providing luxury express coach services from the Midlands to Heathrow and Gatwick before introducing the Manchester route a year ago.

▼ UK

Manchester's appeal grows year by year

HOTELS in Greater Manchester are enjoying a boom period, with figures just released by the Greater Manchester Visitor and Convention Bureau showing that 1995 was one of the busiest years for hotels.

Average hotel occupancy was 69 per cent, an increase of 10 per cent on the previous year. Since 1991, there has been a 31 per cent increase in hotel occupancy.

Elizabeth Jeffreys, chief executive of the bureau, said:

THE LIFE & SOUL OF BRITAIN



"This increase reflects the positioning of the region as a major visitor destination. And with Euro 96 in June,

and the opening of the Bridgewater Hall this Autumn, these figures are set to rise even further in 1996."

▼ UK

Guide opens Wales for the disabled

DISABLED visitors to Wales will benefit from a new guide which gives access information to a range of accommodation, holiday attractions and activities in the principality.

These include sports and leisure facilities, beaches, nature trails, cafes, restaurants and pubs.

Discovering Accessible Wales covers more than 400 locations,

which were reviewed by Bob Donaldson, the Wales Tourist Boards' advisor on the provision of disabled facilities.

Mr Donaldson, who is a wheelchair user, said: "We looked at the

parking, toilet provision, the rides and on-site transport - everything that has an effect on the visitor's enjoyment. The result is a guide that enables visitors with disabilities to make an

informed choice.

"*Discovering Accessible Wales* seeks to treat the visitor with disabilities as a holidaymaker and individual who has certain access requirements." 

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WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	14C/57F	Madrid	13C/55F
Athens	27C/81F	Oslo	6F/43F
Berlin	22C/72F	Paris	14C/57F
Brussels	13C/55F	Rome	21C/70F
Dublin	6C/43F	Stockholm	4C/39F
Lisbon	15C/59F	Vienna	23C/73F
Luxembourg	10C/50F	Zurich	12C/54F

DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.58	Luxembourg	0.44
Belgium	0.54	Netherlands	0.54
Eire	0.58	Norway	0.74
France	0.53	Portugal	0.47
Germany	0.48	Spain	0.47
Greece	0.43	Sweden	0.65
Italy	0.61	Switzerland	0.66

(Courtesy AA Roadwatch)

HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	15.72 Sch/£	Italy	2,310 Lire/£
Belgium	45.85 BFr/£	Netherlands	2.50 Gld/£
Denmark	8.66 K/£	Norway	9.67 NKr/£
Eire	0.94 Punt/£	Portugal	230 Es/£
France	7.53 F/£	Spain	185 Pta/£
Germany	2.23 DM/£	Sweden	10.15 SKr/£
Greece	359 D/£	Switzerland	1.81 SFr/£



Fuelling the great debate on pricing

IHAVE just returned from a fortnight in America. In that short time the pump price of fuel there escalated by about 15 per cent. Over the last two years or so fuel in the USA has risen by something like 25 per cent. This is a reflection of the fact that crude oil prices have gone from \$18 to around \$23 a barrel. Over here fuel retailers are so intent on capturing market share by selling at less than cost (and seeming to fund this in part by reducing bulk discounts so much that it is cheaper to fuel coaches at Sainsbury's or Tesco than from our own bulk tanks) that there is an element of cushioning against world market trends.

My best guess is that, once fuel companies and retailers decide to stop knocking hell out of each other, we too will see fuel prices soar. I anticipate this will be sooner rather than later and we should, therefore, prepare ourselves to uplift our prices accordingly.

This may not be quite as hard as it seems for there are several signs of an upsurge in consumer spending: the rise in retail car sales for April took the motor industry by surprise and various forecasters predict an upturn in house prices and sales. Both of these seem to be key indicators. In our own industry I both detect, and hear others say, that demand often outstrips vehicles' availability. I have long argued our customers are not as price sensitive as many operators believe them to be. I was, therefore, interested to read of some research that has been done about this. Without boring you with the details, one of the findings (that, incidentally, prompted the Esso 'Price-watch' campaign) was retail purchasers of fuel valued lower prices above coupons to collect or other forms of promotion.

However, while this may be the predominant attitude that influences fuel purchase (which may also be driven by the fact most consumers have no brand loyalty for the actual product itself as they believe all fuel of matching octane rating to be identical), quite the reverse applies to food purchases. A survey by the Henley Centre found that only 20 per cent of British consumers looked for the cheapest price when shopping for food. The Henley report says: "In many markets consumers show a particularly resilient respect for price as an indicator of quality - and by this suggest that, to compete on price, may well be an unnecessarily dangerous and inevitably damaging strategy."

Not only does this mean that, if you lower your price, customers may interpret this as a lowering of quality and may be put off from buying by the low price but the more worrying effect is that low prices drive the whole towards what I might call the standard mediocrity as depicted

'The trouble with promotions and price cutting is that these tactics rarely attract significant numbers of new customers'

by price-driven fuel purchase. In contrast, higher prices may uplift market perception of the industry's products and services to something which merits selection on quality rather than by price.

The trouble with promotions and price cutting is that these tactics rarely attract significant numbers of new customers. They waste money (and may savage profits) by giving a benefit to existing users. This is particularly unproductive if the price reduction or promotion was neither sought nor expected by these customers (ie they would have bought at the normal price in any case).

It may even increase their price sensitivity



'Prices at pumps will rise sooner rather than later'

to the extent they shop around for an even better deal next time for, once it has been demonstrated to them that a reduction in what they regarded as the normal price is possible, it increases their expectations of price savings.

I am constantly told by many people in the catering industry that giving two meals for the price of one has only served to make consumers eat out earlier, or on different days of the week - and to expect these sorts of prices at all times. It has not attracted much new business - but pushed the catering industry into an undesirable tail-spin from which it is now frantic to escape. Much of the coach industry is in a not wholly dissimilar situation. Low pricing has led customers to expect low prices and has lessened their interest in quality. It is a downward spiral from which escape is difficult, but not impossible. It is something which we have to tackle if we are to have a future at all, let alone a rosy one. Yet we have to accept that simply

putting prices up across the board runs the risk of reducing sales. An apparently silly question, but is that such a disaster? Bus operators have a good appreciation of what is called elasticity, but I am not so sure whether it is understood by the coaching fraternity.

In essence it involves weighing up whether the extra profits earned by increased prices more than offset any reduction from reduced sales. Working less hard for better returns sounds like a good idea to me - but many of my friends in the industry seem obsessed with the volume of work they do rather than the profits generated. They would do well to do some elasticity calculations.

Another thing we should all do from time to time is to discover which areas of our businesses generate good profits, which are not quite so good, and which are run at a loss. The latter will effectively be subsidised from the profitable activities and consequently decrease overall profitability.

In this we need to be aware of averaged costing. Unless the true costs of individual activities (even serving individual customers, whether they be the local authority or a tour operator) are known and applied, there is a serious risk of pricing certain activities too low for profits, or too high to be competitive. It may often be discovered that it is the unprofitable activities which are most price sensitive, and the most profitable ones less likely to suffer from reduced sales if prices rise.

Increasing prices where this can be done with minimal risk and getting rid of unprofitable activities is a sure-fire way of increasing profits. The latter may be achieved by abandonment or by increasing prices to profitable levels - it does not matter if price increases cause the customer to go elsewhere if you needed to be shot of the unprofitable activity in any case!

Not only should we be getting away from standardised prices across a range of activities, we should also be moving more and more to pricing according to the level of demand, to the perceived level of customer expectation and even customer location.

In the catchment area of most operators there will be locations where price sensitivity will be fairly high and others where it is fairly low. As well as being determined by local socio-economic factors, there may be more actual price-driven competition in one geographical area than there is 20 or more miles away. I am sure that better profits can be attained if we all take these sort of factors into account and adopt a more flexible pricing policy than some of those currently in use.



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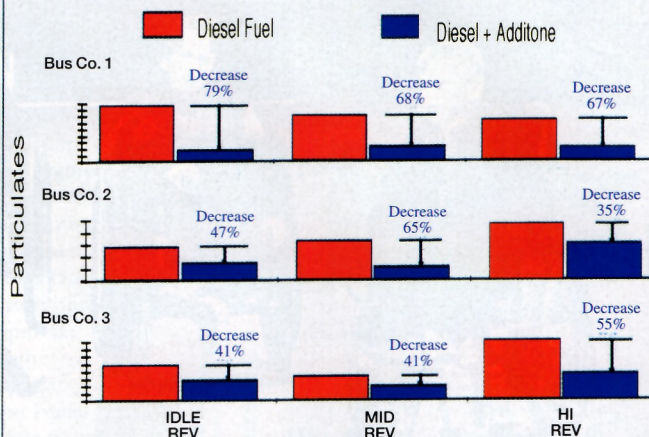
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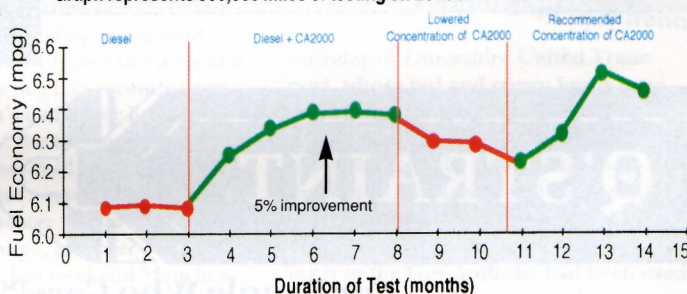
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Is this a case of déjà vu?

REMEMBER Ian McKinnon? As Leyland Bus md, he was a major participant in the £4 million management buyout in 1986, where he was md, and two years later sold out to Volvo for an undisclosed sum, which Volvo said at the time, made the managers involved "very wealthy men". But what happened to Mr McKinnon?

No doubt the 49-year-old Scottish mechanical engineer could have retired earlier and lived the rest of his life in luxury. But that was obviously not the life for Mr McKinnon. A possible buy-in at Leyland Trucks was thwarted when the receivers opted for a management buyout but links formed with Mercury Development Capital were maintained and when the giant Canadian aluminium manufacturer Alcan decided to sell its 12 UK businesses Mr McKinnon and MDC started looking at a buy-in. With other venture capitalists they raised £265 million to buy the businesses as one package from Alcan and provide working capital.

Last year the businesses, now the newly-named British Aluminium, made operating profits of more than £25 million on sales of £500 million.

Mr McKinnon claims the businesses can be floated within three years. A case of déjà vu?

A welcome to warm the cockles...

WHEN members of the Lancastrian Transport Group were searching for a further sponsor for their preserved Lancashire United Daimler Fleetline they approached a number of companies from household names to suppliers of vehicle equipment, often meeting with the same reply "committed budgets for the next financial year." So it made a refreshing change, says the group, when it received a "warm and friendly approach from Clayton Heaters of Coventry, suppliers of vehicle heating equipment.

"In many ways, Clayton was a natural choice because the bus had recently been fitted with Clayton's convector heating in the lower saloon of the bus to warm the interior during those cold winter outings." Well, if you can't get a warm and friendly approach from a heater manufacturer, there's not much hope, is there?

Incidentally, last weekend Manchester's Museum of Transport held a celebratory weekend to commemorate the 90th



Fleeting memory: Clayton supplied ad and heating

birthday of Lancashire United Transport, whose red and cream buses once operated between Liverpool and Manchester and intermediate towns. **CBW** editor Mike Morgan tells us he remembers seeing his first LUT Daimler Fleetline when still a snip of a lad and being totally gobsmacked by the "revolutionary" design when comparing it to the Guy Arabs he had been used to. If only he knew then what he knows now.

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LETTER OF THE WEEK



Conflicting messages?

From Dave Bubier

Surely I detect conflicting messages in two items (*CBW*, 11 May)? On page 12/13 a disciplinary hearing concerning a vehicle found to have loose wheelnuts is reported, then, on page 18, another operator is castigated for turning out a coach without chrome wheel trims.

In the surreal world of the traffic commissioners, drivers (at 5am in a dark, murky, yard) tap each wheelnut and listen with the practised ear of a piano tuner for any discrepancy. Reality is that you must be thankful for a cursory glance from a conscientious employee and it sure to Hell does not include removing the highly-polished chrome wheel trims.

These particular cosmetic icons of the coach industry should be consigned to the waste bin. They may look good but offer nothing towards demonstrating safety awareness to the public. Ever received a call from a worried motorist who has observed one of your vehicles with the rear wheels wobbling and liable to come off? Just an elongated hole in the trim!

Midland Red is right

From Tim Jennings

I must take issue with your diary comments (*CBW*, 11 May) criticising Midland Red for not fitting chrome wheel trims to its coaches. On page 12 of the same edition, there is an article on legal proceedings where the Western deputy traffic commissioner is insisting that a driver's daily checks should include wheelnuts. This is very difficult if they are hidden behind wheel trims. Need I say more?

Tim Jennings
Somerbus
Paulton
Bristol

Parking fines problem

From David Hockley

In the last three months we have received three parking tickets through the post, through our vehicles being parked in London. My drivers said no ticket was written out and placed on the vehicle — the traffic warden had instructed them to move on. The first I heard of the incident and parking fine was through the post due to the original fine of £30 being doubled to £60 because of the payment time elapsing.

My drivers are fully aware that they pay any illegal-parking fines, that, if they fail to pay the fine in the allocated time, they are held responsible and have to pay the full amount plus the extra charge. Either my drivers are being less than hon-

A more practical solution is being adopted by some in the haulage industry, that of push-on plastic markers that indicate at a glance if a nut has moved. Detested by tyre fitters, these, nonetheless, are proving their worth. My experience with them has been that drivers do take notice and regularly present the vehicle at the workshop for a suspect nut to be tightened.

Even as a consumable item and needing regular replacement, cost wise they are infinitely more effective than trims and can be equally as attractive. Contrasting with the wheel (varied corporate colours could be used) they stand out and are even known to excite curiosity from the public.

A driver's explanation of their purpose is demonstrably an advert of the operator's commitment to safety on the road.

My advice to the coach industry is to consider just what 'image' it is that you wish to reflect in the turnout of your vehicle. If it is just appearance, keep the trims and be content with the occasional loss of a wheel and all that may ensue. Alternatively, opt for sound, practical,

est with me, which is hard to believe as it is they who have to pay the extra cost incurred, or the traffic wardens are reporting the vehicles as being illegally parked, failing to place the parking ticket on the vehicle allowing the standard fine to be paid. I have been led to understand that traffic wardens are on a very good bonus. If any other companies are experiencing the same problem, I would like to hear from them. My company telephone numbers are 01474 567645 or 01474 322002.

David Hockley
Managing director
Reliance Coaches
Gravesend
Kent

Enhanced benefits?

From Howard J Piltz

So Granada's new loyalty card for coach drivers means enhanced benefits, Eh? Poppycock, Sir! One miserable quid per visit when last year their incentive scheme put 1,500 'points' on a magnetic card and they would exchange 2,500 points for a £5 Argos gift voucher — say £3 at a good-value, good-range shop — not a crummy, overpriced motorway facility.

And what a con-trick they pulled on me with the recent change-over from a red magnetic card to a black one. The accumulated points on the old card would have been exchanged for £20 at Argos, but their computer did a double-flip followed by a backwards-somersault and transferred it on to the new card as £17 in THEIR shop! Cheers, mate.

While my political leanings ought not be aired here (I'd get arrested!) one has to concede that maybe current policies on competition

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Dave Bubier
Newport
Gwent

deserve some support.

Pavilion will give £10 worth of Argos goodies after four visits (£2.50), but only until May, while Welcome Break had a points system that worked out at £2-worth at Argos, AND supplemented that part way through the season with an additional £3-worth handed over directly on each visit, that's £5 altogether, UNLESS one called in at Keele or Charnock Richard in the Autumn when the £3 bonus became £5!

This Summer, both these organisations will be offering just £1 and, surprise surprise, guess which big 'G' now owns all three major groupings? And they had better remember that, when a stop is discretionary, in future it will be at somewhere different if possible. Maybe I will try even harder to remember those old tea stops we used before the motorway age.

Howard J Piltz
Wilmslow
Cheshire

A result of targeting

From Tim Cecil

Marksman's article on "justice" (*CBW*, 11 May) raised interesting questions but he fails to say that when "an operator who previously had a good track record suddenly has a disastrous number of prohibitions" it is probably not because "the fleet engineer has left" but simply the result of "targeting".

Tim Cecil
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How does he do that?

Within a year Executive Travel of Wolverhampton has switched from small coaches heavily dependent on school contracts to high-calibre coaching. Mike Morgan finds fleet value has mushroomed from £130,000 to £1 million

WHEN a small West Midlands coach company rises from relative obscurity and acquires a high profile there's either something remarkable about the owner, another special ingredient which has made the headlines — or both.

Take Gary Dixon at Executive Travel. Tucked away in deepest Wednesfield he was working hard to build up a coach business from humble beginnings. In just over 12 years he established a reputable operation. He knew the standards he wanted — he'd been on a Rolls Royce chauffeur's training course, so customers and quality both had a high standing.

However, it was a long uphill struggle while the viability of the business hinged on local contracts (*CBW*, 18 May).

Circumstances forced a quantum leap. Out went all the smaller vehicles and in came the first of the new. And it was no ordinary purchase. Executive Travel was upwardly mobile using new Scania Century coaches as the stepping stones.

From one bright orange two-axle Scania Century the company progressed to a second before going three-axle in a new purple hue.

Mr Dixon is convinced the formula has worked. "People take notice," he says, and, having acquired this up-market tackle, he claims to be in a stronger position to call the tune on prices. It's a far cry from being at the beck and call of local authorities who are constantly in search of the cheapest quote.

But the value of the Executive fleet has shot up from £130,000 to £1 million. The company has moved into

industrial premises where Mr Dixon used to work as a fork-lift truck driver. The premises include the office block (now aptly titled Executive House) where his wife, Sue, shares responsibility for running the business.

However, the inevitable question arises. "How did he do that?" After all, it's not just the Scania's. It's the premises, and the other vehicles added to the fleet — LAG Panoramic, EOS, Van Hool band bus, MAN/Caetano diner coach. "Lease purchase," is the reply. Monthly payments give a fixed cost over three years with the option to either keep the vehicles or replace with something new. This is the way the company has financed its growth, and gained confidence in its pricing policy.

However, there is another ingredient — hard work. Having acquired the vehicles Mr Dixon then has to go out and find clients to make sure the coaches work even harder than he does. Only then does the bottom line start to look encouraging.



Gary and Sue Dixon: hard work paid dividends



Scania Bus & Coach: 'small to medium-size companies reluctant to move away from owning all the assets they use'

Can you still raise the cash?

Your friendly local finance man no longer exists, says Alan Millar, but other specialist companies have stepped in to fill the gap

ONE of the many changes to overtake coach operators in recent years has been the disappearance of the friendly local finance man. He's been a victim of huge changes in the financial services market.

The big national finance companies, many of

whom were the sources of funding for operators to update their fleets, have taken to modern information technology with such unbridled enthusiasm that they have slaughtered their national branch networks. They used to measure their performance by the number of branches they owned, rather like the coach and bus industry measures the likes of Stagecoach and FirstBus by the size of their fleets.

Today, an operator may be 70 miles or more from a branch and, although assistance is only a phone call away, it's not the same sort of assistance that there used to be. Before, it was a figure like a local bank manager who knew his customers and quite probably understood at least some of the quirks of a business like coaching.

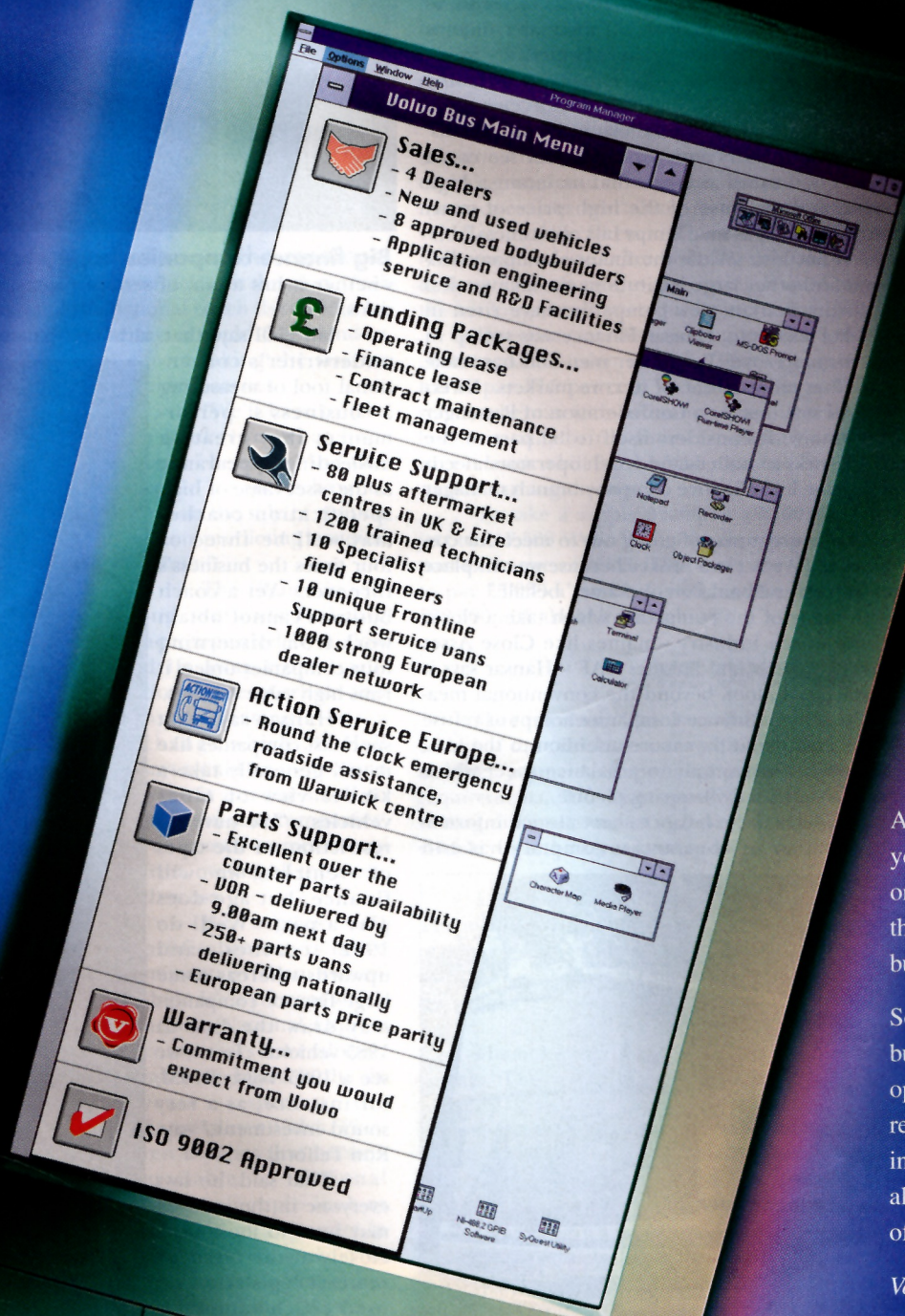
Today, according to Scania Bus & Coach national coach sales manager Ian Hall – and a former finance man himself – the voice at the end of the phone will most likely be a career finance executive who wouldn't know a B10M from



Hughes DAF: 'market is still being driven by poor margins on general coaching work'

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▶▶▶ an SB3000 and who is unlikely to visit many coach businesses. "These are corporate people who cherry pick the business and don't make the two or three-monthly visits operators used to get."

That means that operators aren't able to discuss their funding requirements in the relaxed ways of old.

And this change parallels the big finance companies' great reluctance to lend money after the recession struck in 1990. Then, years of ill-considered lending drove them into losses and all sorts of higher-risk industries, like coaching, were dropped like a stone. Now, they're happy to fund new and high-value used coach sales again because they can see demand for good vehicles is outstripping supply and that residual values are high, but Mr Hall, for one, isn't convinced this is a long-term view.

"These things come in eight to 10-year cycles so, as soon as our industry takes a knock, all the major finance companies will drop coaches again. Theirs is a fickle industry and they can always go where they can make the best return."

"Their fads also tend to be dictated by individuals' enthusiasm for an industry and, just now, they see coach companies in good times as assets that maintain a high residual value and, because of the high price of many coaches, they also see it as nice lumpy bits of business."

But all is not lost. While the finance company divisions of banks and other large institutions are taking a less active part in the market, new companies have risen in their place. For example, Hansar Finance was set up in 1988 by two former Lloyds Bowmaker men and has made the coach and bus industry one of its core markets. Director Ron Telford says that, as a Confederation of Passenger Transport member, it considers itself to be part of the business and it seeks to understand coach operators' needs in the way that the local finance company branch manager used to.

"We make a great play of going out to meet our customers," he says. "We act as a broker because we can place credit lines with several banks on operators' behalf."

As with many of the companies which take a closer interest in the coach industry – names like Close Asset Finance, Kirkby Rentals and Hughes DAF – Hansar says it has the knowledge to look beyond the conventional measures by which general finance companies accept or refuse business. For example, it pays more attention to the total state of a business than simply to a balance sheet which may not paint a sufficiently flattering picture.

"We look beyond the balance sheet at such information as the number of contracts a company has and



Big finance companies happy to fund new and high value vehicles whether it has a mix of service routes, tours and excursions."

Ian Hall says that, although balance sheets are the underwriter's conventional tool of measuring a business's performance, they create a misleading appearance as the asset value of high specification coaches may well be three or four times the business's turnover. Yet a coach business cannot obtain work from discerning tour companies unless it runs high value vehicles.

Hansar says that specialist companies like it will generally take a kinder view of older vehicles. "We have no restriction on the types of vehicles we will finance, but age does play a part. We'll do 1982 coaches and upwards whereas some large finance companies may draw the line at 1985 vehicles. To us, we see a 1985 Volvo B10M, for instance, as a very sound investment," says Ron Telford.

That said, he says everyone in the industry may have to look more closely at the effect of seatbelt legislation on used coach values. If operators decide it is too costly or impractical to fit seatbelts in older vehicles, then that will kill the values of some



Nat Ex: profitable use is more important



Specialists like Hansar generally take kinder view of older vehicles



h-value used coach sales again — at the moment older and otherwise roadworthy vehicles on the road. And while a modernisation of the national coach fleet would be a good thing in many ways, he says it could deter lenders



e important than ownership

from taking the risk on older coaches.

"We'll have to take a lead from what happens," he says. "And that could mean we have to err on the side of caution when predicting residual values."

The change in selling methods is being accompanied by a slow drift away from traditional hire purchase and on to leasing. It's a change which Mr Hall says would be more rapid were it not for small to medium-size companies' reluctance to move away from owning all the assets they use.

He argues that profitable use is more important than ownership. It's a concept which he says National Express contractors have already taken on board in the six years since the Expressliner Volvo/Plaxton coaches first became available. "National Express people look at the term of a contract to run a service and try to get finance to cover that period. That takes out the risks associated with the residual value of the vehicle."

He says it is also leading some of the

larger operators working with National Express to look more closely at contract maintenance as, again, costs are fixed for the term of the contract and it is easier to budget their costs for the future.

Despite these moves by larger operators, Mr Hall says the majority of business done by his dealership is on traditional HP agreements. "They are flat rate agreements. There's no attraction in variable rates just now because interest rates are the lowest they've been in 30 years. He says very few operators even take up the option of seasonal deals to match repayments to busy times of year.

Even Hughes DAF, which has been seen as an innovator in the financial market, reckons only about 20 per cent of its agreements are on a seasonal repayment basis. Managing director Bob McLeod says these agreements can be tailored closely to an operator's individual requirements. "It can be six or seven high instalments and five or six low or it can be 10 high and two low. It's very much up to the operator," he says.

Mr McLeod says the market is still being driven by the poor margins most operators endure on general coaching work and he says that, because of that, more and more operators are taking last-minute decisions to add vehicles to their fleets. "There's a bit of a polarisation between people who are ordering vehicles early to ensure delivery and others who are leaving it until they know that the bookings are there to justify increasing their fleet."

Operators are also moving towards leasing as a way of easing the burden of VAT. That's because an operator has to pay 17.5 per cent VAT as soon as an HP agreement starts, whereas with a finance lease, the VAT burden is borne initially by the finance company and an operator isn't hit with a bill for the VAT element until the coach has started earning money.

To take a simple example, a £100,000 coach is subject to £17,500 VAT. With a finance lease, and allowing for part-exchange of a £20,000 coach, the operator will agree to pay £5,000 a month for 16 months, but will pay £22,500 with the third instalment.



THE OPTIONS

Hire purchase: This is available on fixed or flexible rates. Ownership of the vehicle remains with the finance company until you make the final payment. Repayment periods can be structured to suit your requirements. The asset appears on your balance sheet and you claim writing down allowances against your tax bill. You are free to sell the vehicle when the agreement ends.

Lease purchase: This isn't leasing, but similar to hire purchase. The main difference is that there is a larger so-called balloon payment at the end of the contract so you pay a lower monthly rental and obtain maximum cash flow throughout the period of the agreement. Again, the vehicle becomes your property at the end of the agreement.

Finance lease: The main advantages are reduced rental and VAT outlay. The asset features on your balance sheet, but remains the property of the leasing company. However, it is possible to structure deals so that you pay a lower rental and share in the profits — and risk — of the residual value of the coach when it is sold. It's also possible often to negotiate continued use of a leased vehicle for a nominal sum.

Operating lease: Sometimes known as contract hire, this takes away all the operator's responsibility for everything except the use of the vehicle. Operating costs are fixed according to anticipated mileage. This allows operators to predict maintenance and depreciation costs in advance. There is a penalty if the vehicle exceeds an agreed mileage and the mileage terms aren't renegotiated. This is particularly popular for coaches on regular work like National Express contracts.

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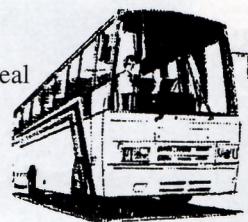
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'I have a plan'

Having paved the way in the truck market, Volvo is turning its attention on the PSV industry, offering packages to take the pain out of buying and operating your mobile fixed assets. Mike Morgan reports

VOLVO Truck Finance shares the same Warwick headquarters as its sister company Volvo Bus, so it's only natural that the two work hand in hand to consolidate the market-leading position enjoyed by the Swedish giant in the UK.

With the landmark deal, which transferred Shearings' Wigan workshops to Volvo control, under its belt, Volvo believes it can offer coach and bus operators tempting packages. Large engineering overheads can be offloaded so that the operator can focus on the business of running vehicles. Alternatively there are finance deals designed to make new purchases affordable.

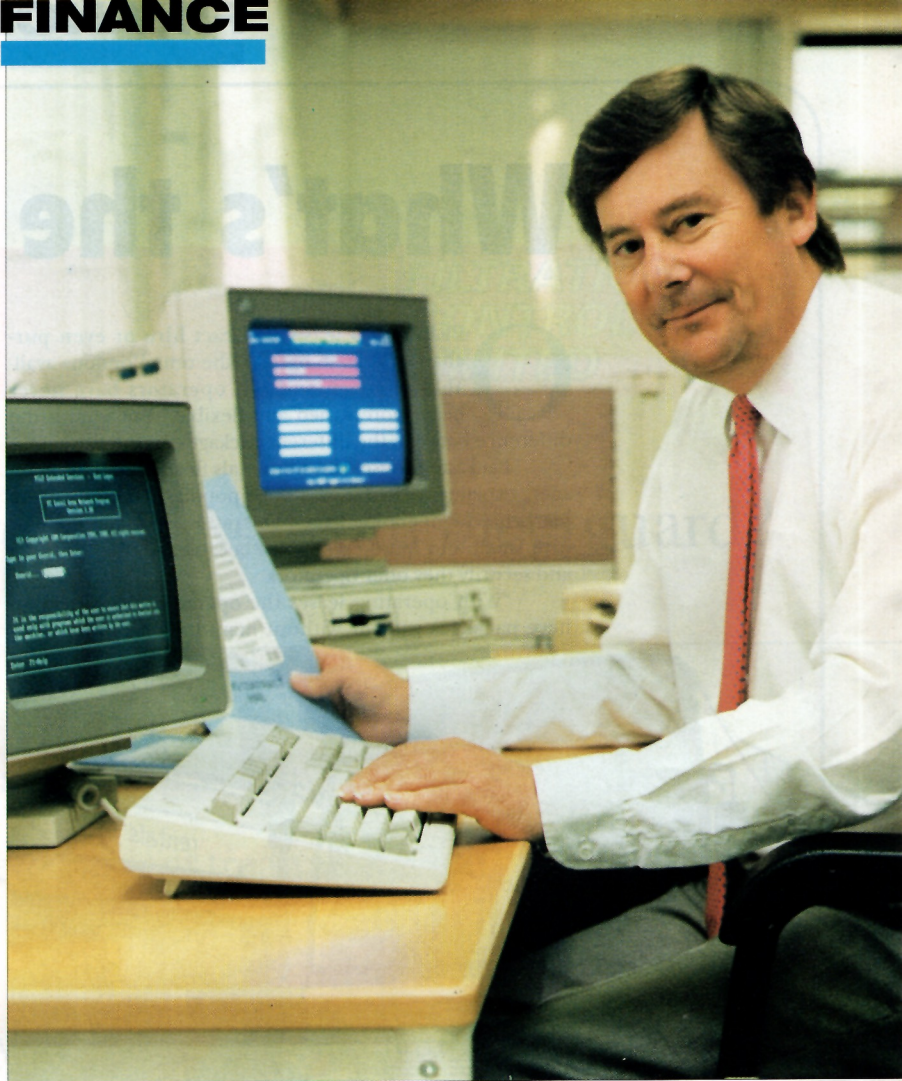
In both cases the motivation is the same — more profit for both parties.

Take the Shearings deal as an example. Instead of just 300 coaches using the expensive Bryn facilities the throughput has been boosted to 700 under Volvo management. These economies of scale benefit all concerned. Utilising assets to their maximum is reflected back in lower maintenance costs to Shearings.

However, it's not only Shearings which now has a guaranteed service and known maintenance charges without any nasty shocks when things go wrong on the road. Any operator buying a Volvo can ensure peace of mind by having maintenance as part of the package as the manufacturer strengthens its service network.

Further added value is offered by lease finance according to Volvo Truck Finance managing director Barrie Cload, who sees virtue for the operator in getting a depreciating asset off its balance sheet. As coaches and buses become ever more expensive the issue of cost shifts to one of monthly payments.

If Mr Cload's claims are correct there's even a very real prospect of these payments remaining stable despite price inflation.



Volvo Truck Finance md Barrie Cload: virtue in assets 'off balance sheet'

His rationale is based on an assessment of whole-life vehicle costs being controlled by improving vehicle reliability and the savings spin-off from efficiencies brought about by Volvo as a company having direct access to highly-detailed maintenance data.

It's a plan which has worked in the truck industry and Volvo alone has financed £300 million of commercial vehicle purchases in the UK. That includes 11,500 trucks and a growing number of coaches and buses as the proportion of new Volvo PSVs registered on the back of some form of buy-now-pay-later formula rises to 25 per cent.

But coach and bus operators have very good reasons for following HGV trends. "It makes economic sense. I think you can earn a better living this way," said Mr Cload. "Coach operators have got to deliver greater efficiency and this is one way to do it."

"When satisfied that, by outsourcing fleet management, you can retain control, all you need to do is generate the revenue."

However, he recognises that for many to go down the leasing road requires a "leap of faith", particularly for those who have traditionally taken pride in ownership.

"Pressure will come from capital costs," said Mr Cload. Consequently he predicts a gradual change of attitude throughout the industry which makes the acceptance of lease purchase, with or without contract maintenance, "evolutionary rather than revolutionary."



Shearings deal brings maintenance savings

What's the difference?

OPERATING lease, contract hire or even purchase and lease back — the rental options available to coach and bus operators have never been more varied and flexible. But what is the difference between the different packages on the market?

Paul Sainthouse, Dawsonrentals fleet operations manager, explained: "By far, the most popular package on the market is the operating lease. Operating leases are popular with small and large companies because of the flexibility and security they offer operators."

"With operating leases the operator can choose to have packages with or without maintenance. Including

maintenance in your operating lease package is a great advantage because it means the operator has the security of knowing there will be no extra, unexpected, bills and so they can budget for their expenditure more accurately.

"Packages available include regular servicing — arranged by the rental company — regular tyre changes, tachometer inspections as well as legal documentation such as MOT. Operating leases can be offered on a variety of coaches and buses either new or used."

"What makes operating leases so popular is that, at the end of the agreed period, the operator has the chance to trade in the current vehicle for a new one without having to raid assets first. Contract hire packages are popular among companies who want to operate coaches and buses but do not want any of the hassle of maintaining their own fleet," said Mr Sainthouse. "When a company decides to take out a contract hire package with Dawsonrentals we look after everything, from road tax, MoT and servicing to new tyres, customer liveries and full breakdown service."

"Purchase and leaseback packages are popular among companies which want to release the capital which they currently have invested in vehicles. Buy-back schemes offer the operators the advantage of renting a fleet of vehicles which are ready liveried, in good condition and have a service history the operator already knows."

"With one of these contracts, the operator can choose to have either a contract hire or operating lease agreement without having to worry about carrying out repairs before the contract begins and at the end of the contract. As far as Dawsonrentals is concerned the future of coach and bus rentals has never looked better."

Contact Dawsonrentals on 01908 218111 or fax 01908 218444.



Dawsonrentals: 'future of PSV rentals has never looked better'

Dealership looking at short-term hire

AVE Berkhof is currently able to put its customers in touch with traditional finance houses and traditional packages but is preparing to be in a stronger position to respond to changing trends in the new vehicle market with plans to move to a larger site.

Sales director David Waterman said: "Some operators are moving to operating leases and there is some demand for short-term hire."

He confirmed that the Q Drive-owned coach dealership will be looking at short-term hire as one service the company could develop when it moves from Bracknell in the near future — a move which follows in the wake of the sale of Q Drive's Bee Line bus operation to CentreWest.

"We are going to move and we are going to expand," said Mr Waterman. "We are currently looking for larger premises and, when we confirm our relocation, details of our expansion plans will be available."

Company has diversified into new areas

TITAN Commercial Finance, an associate company of Titan Finance, has diversified into new areas of business, including coaches.

Having started as a specialist in refinance of printing machinery, the Leicester-based company developed into commercial vehicles, followed by the financing of high technology and computer equipment.

'Explore all options'

FINDING the right coach is just the first step in the buying process, according to Kirkby general manager, Glynn McKenzie.

He says offering customers best value for money is more than just through competitive pricing. Kirkby's ability to structure a finance package which best meets each individual operator's needs is a key service from the Anston-based dealership. Mr McKenzie said: "This applies to new and used coaches."

Hire purchase, finance leases and operating leases are all recognised means of funding capital equipment and each of these is available through Roadlease, the financial services operation associated with Kirkby. And Mr McKenzie says rental is becoming increasingly popular as a means of enabling operators to add modern used coaches to their fleets to meet either short-term or long-term needs.

"It's important to explore all the options," said Mr McKenzie. "What is appropriate for one operator may not be the best deal for another."

Director, Andrew Watson, said: "Our main advantage is to be able to structure finance with our lenders and our own money to optimise the client's assets, particularly when we are involved in refinance, management buyouts or an adverse credit situation."

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PLAXTON

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VAN HOOL & TOYOTA

Mayne fleet upgrade

MAYNES of Buckie has upgraded its fleet with five new coaches - two Toyota Optimo 21 seaters, a Van Hool-bodied Scania K113 and an earlier delivery of two Mercedes-Benz midis bodied by Autobus Classique.

The Optimos have grey graffiti moquette and the usual refinements in their Caetano bodywork.

The Van Hool has 49 seats and demountable toilet, air conditioning, radio/PA/cassette, double glazing, coffee machine, cool box, seatbelts, driver's bunk, 20-inch monitor

and video system. It has Scania's Comfort Shift gearchange and Telma retarder.

Autobus Classique supplied one 811D 23 seater and one 814D 33 seater. Both have three-point seatbelts.

Maynes drivers undergo training through the Bus and Coach Training scheme and Maynes was one of the first Scottish coach firms to achieve the ISO 9002 quality standard.

Transport manager Kevin Mayne said the company was already making preparations for its 50th anniversary later this year.





y split

Premieres are its automatic choice

by Mike Morgan

SKILLS of Nottingham has expanded its fleet with its 1996 delivery of six Volvo B10Ms and a DAF SB3000. All have Plaxton Premiere 350 bodywork and five are additional vehicles, while two are replacing older coaches.

Unusually, the order was split between three dealers - Hughes DAF, Kirkby and Yeates - and all seven have automatic gearboxes, specified by managing director Nigel Skill to ease the drivers' workload. He said: "Coach drivers have enough to cope with as traffic congestion gets worse."

Skills now has 16 Premieres in its 45-strong coach fleet. Specification includes 49 reclining seats, fridge, coffee machine, washroom and, on three of the latest vehicles, air-conditioning.

The coaches will be used on Skills' extensive programme of holiday tours in Britain and on mainland Europe as well as supporting the company's growing private charter business.



KIRKBY

'Top quality' for KMP

NEW for KMP of Llanberis is this Volvo B10M for operation on Eurolines express service. Supplied by Kirkby, it has a Plaxton Premiere body with air-conditioning, seatbelts, drinks machine, sunken toilet and - essential for its European duties - a centre Continental door. It brings to six the number of Premieres in KMP's 12-strong coach fleet.

KMP has been working on Eurolines services for four years and its coaches cover long distances - typically between 250,000 and 300,000 kilometres a year, with all maintenance being done in house.

The Eurolines services take KMP's coaches to Italy and France on London to Milan and London to Toulon routes. A London to Dublin service is also operated, working in conjunction with Bus Eireann.

"We need top quality and top reliability for this type of operation," says Ken Williams, the man who started KMP 18 years ago.

The company, which takes its name from Mr Williams' three children - Karen, Maldwyn and Petula - also runs 10 buses on local services.

SCANIA

Cityzens of Brighton

BRIGHTON & Hove now has 10 Scania Cityzens. It already runs 34 Scania double deckers - all bodied by East Lincs.

The new Cityzens are to operate an increased frequency service on Brighton & Hove's Unibus 25 route, which serves Sussex University. They are finished with jade coloured flash across the company's cream livery, which forms part of a colour-coding scheme being introduced by the Go-Ahead Group subsidiary.

Citizen is an exclusive East Lincs body on Scania N113 chassis, which is powered by 220 bhp Scania DS11-78 engine driving through Voith three-speed D863 automatic gearbox. They can carry 90 passengers with 31 plus 12 standees on the lower deck and 47 on the upper deck.

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- '91 VOLVO B10M PLAXTON 3500, 51 R + C, toilet
- '91 VOLVO B10M PLAXTON 3500, 53 R + C, R/P/C
- '92 DAF SB2305 CAETANO ALGARVE, 53 R + C, cont door, R/P/C
- '92 MERCEDES 0303 PLAXTON 3500, 49 R + C, toilet



(62818/VSG)

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AUTOBUS
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16-seat service buses, Dormobile/
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MoT's, several panelled and resprayed,
excellent workhorses and excellent value
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£2,195 + VAT

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Northern Counties buses, 23/25 seats, power doors, automatic gearboxes,
MkII chassis with disc brakes, retarder, Autolube, Diptac, handrails and
bell pushes, luggage pens, excellent service buses at a nett price of just

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20-seat buses, Carlyle MkII bodies, power
doors, 5-speed gearboxes, red/grey or
brown/beige interiors, some with feature interior
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1992 Renault Master, 16 seater PSV with underfloor
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814 MERCEDES PLAXTON, Full luxury, 33 seats (3 weeks)

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609 MERCEDES VAN CONVERSION, 24 seats, power door, luxury

412 MERCEDES, 16 seater, luxury, seatbelts

USED

1990H TOYOTA OPTIMO, 21 seats, luxury, tv, etc, choice

1987 MERCEDES 609, 18 seats, van doors, would suit tail-lift

1987 MCW, coach spec, manual, power door, 25 seats

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20-seater service buses, tested
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(M) PSV, forward facing high back seats
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manufacturers warranty. £11,450 + VAT.
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coach, Deansgate conversion, 19 coach
seats, MoT November, taxed June, very
sound old coach, trade-in bargain at
just £1,695 + VAT. Tel. Houston Ramm
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buses offer

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L LDV 16 passenger hi-roof with belts

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5 LINES

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MINIS & MIDIS

Make	Model	Body	Seats	Bus or Coach	Year	MoT	Price
Merc	609	R/Burgess	21	Coach	Feb 87	Mar 97	£13,500
Merc	709	R/Burgess	19	Coach	Mar 87	Jan 97	£13,500
Merc	811	Coachcraft	24	Coach	Jan 88	Feb 97	£16,000
Merc	609	R/Burgess	23	Coach	Apr 88	May 97	£15,000
Merc	609	R/Burgess	23	Coach	June 88	June 96	£15,000
Merc	609	Advance	20	Coach	Aug 88	July 96	£15,500
Merc	507	R/Burgess	16	Coach	Nov 88	Aug 96	£10,500
Merc	609	M 2 M	24	Coach	Jan 89	Oct 96	£16,000
Merc	407	R/Burgess	15	Coach	Mar 89	May 97	£9,000
Merc	609	Alexander	24	Coach	Apr 89	May 97	£16,000
Merc	609	R/Burgess	20	Bus + 6	Sept 89	June 96	£15,500
Iveco	49.10	Robin Hood	25	Bus + 6	July 87	May 97	£6,250
Iveco	49.10	Carlyle	25	Bus + 8	Nov 90	Oct 96	£10,500

ALL VEHICLES IN VERY GOOD CONDITION
PART EX considered on post '94 Mercs
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Leyland Daf 400 LWB H/roof PAS Diesel lux h/spec minibus,

16 high back seats on tracking, soft trim, tinted windows, parcel racks, quad vent, rear saloon heater, lowered entrance step, radio cassette + 8 speakers, 4 interior lights with dim facility etc.

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Merc 412 Sprinter, luxury high spec, 16 forward facing seats independent heater £28,995 + VAT.

Ford Transit - Luxury 14 seat minibus, power steering, diesel. £19,995 + VAT.

Ford Transit 230 - high cube, 16 forward facing seats, hi-spec. £24,995 + VAT + RFL.



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Dealer for Auto Bus Classique

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1 ONLY, 29 SEAT EXECUTIF with courier. Available mid-June.

IMMEDIATE DELIVERY

MERCEDES 711D, 24 seats + courier, boot, lap and diagonal seatbelts.

USED VEHICLES

1992 K REG FORD TRANSIT, 15 seater, Deansgate conversion.

1990 H REG MERCEDES 609D, 19 + standees, service bus.

1990 H REG FREIGHT ROVER, 16 seater Optare conversion.

1989 MERCEDES 308D, 14 seater.

1989 G REG BEDFORD MIDI DIESEL 4x4, 8 seater.

1986 C REG RENAULT MASTER, 14 seater.

1976 LEYLAND LEOPARD, 53 seater, Plaxton Supreme.



Telephone **Steve Peach** Tel: (01302) 770863/ (0836) 551020
 Fax: (01302) 771666

Part exchange available on all new vehicles. Finance arranged subject to status.

(60301/MB)

LEYLAND DAF 400, H reg, high roof, 16 coach seats, integral belts, full MoT, taxed, 46,000 miles, immaculate inside and out, none better at £9,500 + VAT. P/X, finance possible. Tel. 01767 683600. (63273/MB)

1991 TOYOTA OPTIMO MKII, 21 seater, MoT March '97, blue-white exterior, blue-grey interior, radio/pa/cassette, low mileage. £25,500. Tel: 01359 240291. (63257/MB)

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Newton Abbot, Devon
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 01803 812291 (Eves)

RENAULT TRAFIC SWB, wheelchair accessible conversion.

2.1 diesel engine, 1993 'K', 36,000 miles, new conversion including 4 seats, 2 wheelchair spaces, rear ramp£9,500 + VAT

IVECO 49.10, 1989 'F', 20 seat service bus, power steering, turbo diesel, power door, luggage pen, resprayed white, new test.....£5,250 + VAT

TALBOT TRIAXLE, 1988 'E', 20 seat service bus, diesel, power door, resprayed white, new test£5,500 + VAT

FREIGHT ROVER, 1988 'F', 20 seat service bus, Carlyle MkII body, power door, Eberspacher heater, resprayed white, new test.....£4,000 + VAT

(63049/MB)

1990 24 seater Mercedes, luxury£18,000 + VAT

1989 19 seater Mercedes, dual purpose£13,000 + VAT

1986 20 seater 608 Mercedes£3,250 + VAT

1992 Talbot Express, 11 seats£5,500 + VAT

1995 29 seater Marshalls, dual purpose£38,000 + VAT

Vehicles being sold due to change of contracts

Tel.
01502 716989

(63261/MM)

1989 FREIGHT ROVER, 16 seats, lap and diagonal, diesel, PCV March '97 £4,150 ono + VAT

1987 TWIN WHEEL TRANSIT, petrol, automatic, 11 seats, lap and diagonal, PCV Feb '97. £4,500 ono + VAT

WANTED

16 seats, power door automatic

Tel: 01932 561270
 (Chertsey)

(63260/MB)



1986/7 (D) MERCEDES 608D

20-seat bus, Reeve Burgess bodies, power doors, 5-speed manual gearboxes, new MoT's and body overhaul/repaint included in our price of

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Limited availability

Part exchange welcome.

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NEOPLAN

SKYLINER, 77 seater, Volvo F12 power, ZF auto, PP 1987, new retrim, full moquette to side panels, wc area, stairway, racks and roof, attractive coach, MoT November, offers invited. Tel. 01594 842859/842146 (Glos area). (62998/NE)

OMNI

1990 OMNI PSV, wheelchair, power door, 12 + wheelchairs, Perkins diesel, ZF. Could be 16 + wheelchairs or 6 + 5 wheelchairs, low mileage. Offers. Tel. Blythswood Motors on 0141 221 3165 or 0141 639 6107 evenings. (63308/OM)

SCANIA

NEW SCANIA K113 VAN HOOL ALIZEE H

choice of 49/53 with demountable toilet and air-conditioning, 57 fixed seats, all available for immediate delivery. Last one.

USED SCANIA

1992 K SCANIA K93 PLAXTON PARAMOUNT 3200, 53 recliners + courier, radio/pa/cassette.

1990 G SCANIA K113 PLAXTON PARAMOUNT 3500, 53 recliners + courier, radio/pa/cassette, double glazed.

VOLVO

1993 K VOLVO B10M JONCKHEERE DEAUVILLE, 49 seats, toilet, radio/pa/cassette, double glazed.

1992 K VOLVO B10M JONCKHEERE DEAUVILLE, 49 seats, toilet, drinks machine, radio/pa/cassette.

OTHERS

1988 E NEOPLAN SKYLINER, 77 recliners, toilet, radio/pa/cassette.

1986 NEOPLAN SKYLINER, 75 recliners, toilet, drinks, radio/pa/cassette.



Reliable Vehicles Limited

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(63146/SC)

Coach and Bus Week ending 25 May 1996

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SCANIA

1993 SCANIA K113TR, 73 seat double deck, Berkhof Excellence, full spec, long MoT**£155,000**

1992 SCANIA K113, 51 seat Berkhof Excellence, full exec**£90,000**

1991 SCANIA 112 Plaxton, 51 seats, full exec**£80,000**

1991 SCANIA K92 Plaxton, 51 seat exec**£75,000**

Late model P/X considered on double deck

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Tel. 01443 433714
(63080/SC)

TOYOTA

WANTED

TOYOTA OPTIMO

1988, 21 seats, power door, must be in very good condition

Tel. Phil on
01889 563518
(63215/TO)

1991 TOYOTA OPTIMO II, 21 seater, radio PA, cassette, carpet, blue exterior, grey interior, vgc, **£25,500 + VAT. Can be seen central London. Tel. 01227 277076.**
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VOLVO

VOLVO B10B

L & M reg

A rare chance to obtain this new model, in excellent order, due to changes within a dynamic market place.

* Northern Counties Paladin 49 seat body with kneeling facility

* Well maintained and from a well-respected fleet

* Average mileages:
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A substantial number available in the next few months

**OFFERS OVER
£80,000 each**

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Peterborough, PE1 1DS
(63086/VO)

1992 J REG VOLVO B10M PLAXTON EXCALIBUR, 49/53 reclining seats, demountable toilet, MoT 11/96, reconditioned engine Volvo fitted Feb '96**£95,000**

1989 F REG VOLVO B10M VAN HOOL, 49 reclining seats, toilet, MoT March '97**£75,000**

Part Exchange considered
Tel: 01698 860231
(63065/VO)

VOLVO

1988 B10M DUPLÉ 320

ZF 6-speed manual,
53 seats

£49,000 + VAT

Tel. 0181 800 8010

John Card
GREY-GREEN
(63272/VO)

1989 (G) VOLVO B10M 35 PARAMOUNT

51 recliners, toilet, tea/coffee etc, fully retrimmed, moquette to centre roof, brand new, radio/PA system fitted, immaculate condition

£80,000 + VAT ono

Must sell, will negotiate

Tel: 01896 849360 (Day)
or 01896 755337 (Eve)
(63252/VO)

VOLVO B58 PLAXTON

1979 private plate, 57 seats,
MoT May '97.

Recent engine, recent new panels.

£9,750 + VAT

Tel. 01467 671400

SCOTLAND (63052/VO)

D REG VOLVO B10M

Fitted Duplé Dominant Service bus body, 55 seats + 23 standing, new 1 year ticket, excellent condition, choice of 2.

£45,000 each

Ensign Bus and
Coach Sales Ltd

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Fax: 01708 631086
(63133/VO)

1976 VOLVO B58 Plaxton Supreme, 6-speed ZF gearbox, 48 seater, fitted with Ratcliffe side lift, COF until August 1996, **£7,500 ono.** Hi-lite Travel Ltd. Tel. 01384 424417. Fax. 01384 897567. Contact Geoff or Howard. (63087/VO)

1980 VOLVO B58 DOMINANT II, 53 seater + courier, MoT December, tinted glass. Tel. 01443 208600. (63050/VO)

1993 B10M VAN HOOL, 53 reclining seats, rear o/s continental exit, crew seat etc. MoT Feb 97, P.O.A. Tel. 01259 216180. (63100/VO)

BREAKING: VOLVO B10M, 1982, '84, '86. Tel. 01495 310183 or 01873 855832. (63271/VO)

Please mention
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1987 VOLKSWAGEN LT55

MoT September 1996, 21 seater, Optare coach body with coach rear & boot, tinted glass, power steering, radio/PA, 5-speed manual box, Vogel seats, p.p., A1 condition.

£7,500 + VAT

For sale due to replacement

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01239 710463 or
Fax. 01239 710073
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VEHICLE SALES MISCELLANEOUS

SCANIA K113, 1990 (G) Plaxton Paramount 3500, 53 reclining seats plus courier, double glazed, finished in white, Telma retarder, comfort shift gearbox, side blinds, rear curtains, excellent condition. Tel. 0831 828507. (63144/VSM)

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FOR SALE

LEYLAND TIGER

1983 PLAXTON PARAMOUNT 3500, 49 reclining seats + courier + toilet etc., overhauled engine, manual gearbox, re-panel and painted white, full test.

1982/3 DUPLÉ DOMINANT IV, single glazing, tinted glass, retrimmed seats, 1 x 57 seats, coach, power door,

1 x 55 seats, express doors, semi auto gearboxes, full tests.

1983 PLAXTON PARAMOUNT 3200 Express, 53 seats, semi auto, repanel and painted white, test Jan '97.

LEYLAND NATIONAL

1980 10.3 metre MkII, 680 engine, "B" series specification, new tyres, repainted white, long test.

LEYLAND ATLANTIAN

AN68's. ALEXANDER BODIES, 1 x 82 seat 'R', full test, 1 x 86 'S'. June test (retesting soon), 1 x 86 seat 'T', test December.

DAIMLER FLEETLINE

1976/7, Alexander bodies, 74 seats, various tests, choice.

BEDFORD

1979 PLAXTON SUPREME IV YMT, 53 seats, power door, short test.

1985 PJK 330 TURBO, power steering, Devco plan body with tail lift (ex Social Services), power door, Class V test Aug.

FORD

1982 PLAXTON SUPREME VI, coach power door, 53 seats, test due.

MINIBUS

1987 MCW METRORIDER, 23 seats + luggage pen (or 25 seats), Cummins engine, Allison auto gearbox, repainted white, retrimmed seats, long test.

1985/6 MERCEDES 608, 20 seat bus, power door, various tests. Choice.

1987 FREIGHT ROVERS, 16 bus or coach seats, power doors, various tests. Choice.

RING 01207 280353(W) or 01207 570719(H)
0831 102800 (M)
(63150/VSM)

DUE TO THE PURCHASE OF NEW VEHICLES WE HAVE FOR SALE

1990 VOLVO B10M 3500, 49/53 reclining seats, air conditioning, demountable toilet, servery, fridge, double glazed, PP, excellent condition, MoT November 1996, taxed ..**£82,500 + VAT ono**

1985 BOVA FUTURA FHD, 49 reclining seats, TV, toilet, servery, radio/PA, courier, PP, good condition, MoT September 1996, taxed ..**£36,500 + VAT ono**

1989 DENNIS JAVELIN ALGARVE, 51 recliners, toilet, curtains, PP, good condition, MoT September 1996, taxed.....**£47,500 + VAT ono**

Part Exchange Welcome

01668 282070

or 01668 281818

or 01242 679090
(63222/VSM)

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Bus spec, G and H registrations, choice of 7, with good MoT's.
£4,650 + VAT

MCW METRORIDERS

Choice of 3, D and E registered.

£5,500 + VAT

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Coach and Bus Week ending 25 May 1996

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BEDFORD MARSHALL, 24 seats, 330 engine, 5-speed, power door, very little use, offered at bargain price. Choice of 2. **P.O.A.**



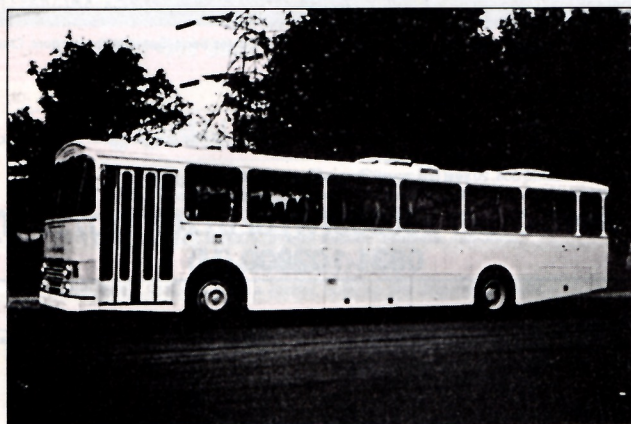
1990 TRANSIT 190 DIESEL, 16 seat coach, wheelchair lift, 12 month PSV MoT, new tyres, safety belts, low mileage, 5-speed box. **£9,750 + VAT.**



EX-MOD DODGE 50 SERIES, 1986, 27 leather, high back seats, power door, PSV, 1 year. **£4,500 + VAT**



BEDFORD, 24 seat, Wadham Stringer body, 330 engine, tidy little bus.



LEYLAND MARSHALL, 52 seats, Tiger TLII engine, 6-speed, power door, etc., 2 passenger doors, green leather seats, sold with full PSV. **P.O.A.**



V REG RENAULT TRAFIC 1100D MINIBUSES + CREW BUSES, 12 seats, diesel, low mileage, very clean, seatbelts, etc. **£5,250-£5,750 + VAT.**

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Coach and Bus Week ending 25 May 1996



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**Kingshill House,
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Fax: 01494 716331**

VOLVOS

- 1988 NOV F VOLVO B9M PLAXTON PARAMOUNT 3200**, 43 fixed seats, POD, pannier lockers, radio & PA**£57,500**
- 1988 VOLVO B10M JONCKHEERE P599**, 51 reclining seats, courier, rear sunken toilet, d/glazed, radio/PA, new test~~£69,500~~ **£66,500**
- 1988 VOLVO B10M PLAXTON PARAMOUNT 3200**, 53 reclining seats, double glazing, Telma, pannier lockers, Webasto, new test**£57,500**
- 1984 VOLVO B10 PLAXTON PARAMOUNT 3500**, 49 recliners, courier, centre demountable toilet/continental door, radio/PA~~£34,500~~ **£29,500**
- 1983 VOLVO B10M CAETANO ALGARVE**, 49 reclining seats, centre toilet, continental door, radio/PA**£32,500**
- 1983 A VOLVO B10M PLAXTON PARAMOUNT 3500**, 49 reclining seats, courier seat, auto transmission, Webasto, d/glazed, boiler, fridge, wired for TV, test Aug '96~~£29,500~~ **£28,500**

OTHERS

- 1995 SCANIA K113 VAN HOOL ALIZEE**, 49 reclining seats, courier, rear sunken toilet, d/glazed, Telma, EGS, TV, video~~£129,000~~ **REDUCED TO SELL £120,000**
- 1994 SEPT M BOVA FUTURA FHD**, 49 sable reclining seats, courier, centre sunken toilet, pre-heater, bunk, d/glazed, 2 monitors, boiler, fridge, full air conditioning, low mileage~~£129,000~~ **REDUCED TO SELL £110,000**

- 1993 K SCANIA K113 VAN HOOL ALIZEE H**, 49 reclining seats, courier, centre sunken demountable toilet/continental door, retarder, d/glazed, bunk**£107,500**
- 1986 NEOPLAN SKYLINER**, 75 reclining seats + courier, toilet, servery, fridge, Cummins 14 litre engine, auto, clean**£42,500**
- 1986 SCANIA K112 JONCKHEERE P599**, 51 reclining seats + courier, centre demountable toilet, C.A.G., fridge, boiler, monitor, video**£42,500**
- 1985 LEYLAND DOYEN EXECUTIVE**, 16 fully luxury reclining seats + 12 rear lounge, full centre galley with all facilities**£18,500**
- 1983 LEYLAND NATIONAL II BUS**, Leyland engine, 2 door, 31 seats, 25 standing, clean**£14,000**
- 1983 LEYLAND TIGER 245**, Duple 340, 1987 body, 48 reclining seats, rear toilet, courier, S/A gearbox, long test**£24,500**
- 1980 PP FORD R1114 SUPREME IV**, 53 seats**£3,900**

MINI BUS

- 1990 TOYOTA OPTIMO I**, 18 reclining seats, large boot, fridge, boiler, table, white, new test, immaculate**£18,500**
- 1989 MERCEDES 507 M2M**, 20 seater, finished white**£13,500**
- 1986 TALBOT EXPRESS**, 14 seater, high roof**£2,750**
- 1985 FORD TRANSIT DORMOBILE BUS**, 16 seater, new test**£1,750**

COACHES URGENTLY REQUIRED FOR CASH

(63132/VSM)

THREE WORDS SAY IT ALL!



... Quality, Value, Performance - three words that sum up the Kässbohrer philosophy. Add choice and you have the finest value package in the business.

NEW ♦ S250 M.A.N. engine full executive, 48 seat, finished in white - now in stock - certified and immediately available. Mercedes engine versions available early May.

USED

- ♦ 1992 Mercedes 0303/Jonckheere Deauville - 55 seat, fully air conditioned. Grand tourer (choice), good condition
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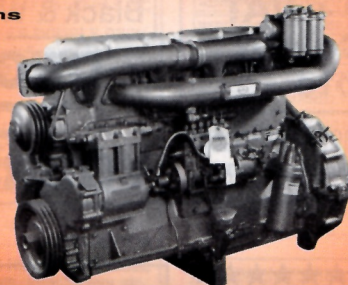
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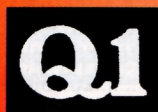
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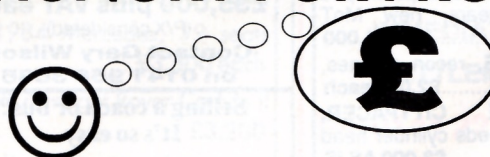
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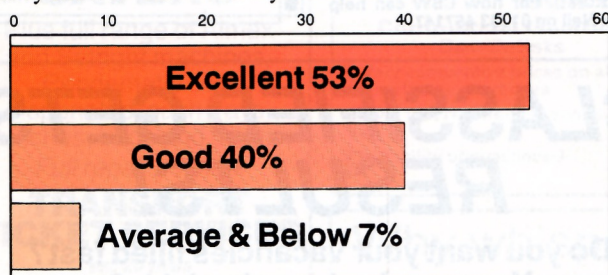
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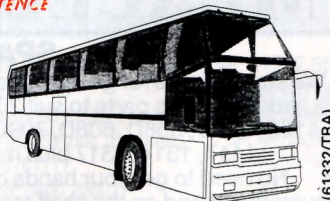
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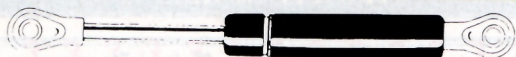
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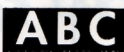
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Autoglass Coach & Bus Services
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South East 01293 525155
East Anglia 01603 788251
South Coast 01202 676040
South West 01454 620515
Wales 01792 790060
Midlands 0116 275 0271
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Tyneside & Cumbria .. 0191 491 0529
Scotland South 0141 347 1066
Scotland North 01224 647089
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fax: 01902 22880

A.V.T., suppliers of in coach audio video and public address.
tel: 01386 831777

Bus & Coach Glazing (Anston)
tel: 01909 551188
Freephone 0800 220077
Bus & Coach Glazing (Barrhead)
tel: 0141 8761177
Freephone: 0800 220077

C — C

Carlyle parts for Van Hool wind-screen, body & integral chassis parts. tel: 0121 524 1200

CONCEPT AV
Audio, visual, toilets.
tel: 0161 877 7777
Confederation of Passenger Transport UK tel: 0171 831 7546

Computer Systems and Software
A.K.M. tel: 01270 250829

C. Anthony Wood & Co Accountants
tel: 0181 866 8232

tel: 01772 651629

F — F

Fuel Management Equipment by Triscan tel: 01254 682111

G — G

Gary Smith, Spares and recovery tel: 01789 267990

Gauntlet Insurance, Bus, Coach and Fleet Insurance
tel: 01132 448686

H — H

Hindle Auto for Engines and ZF Trans.
Tel: 01274 732284

Swindon tel: 01793 490231
Mercedes Benz
(United Kingdom) Ltd
tel: 01908 24500

N — N

Nationwide Seatbelts
tel: 01621 869088

Neoplan
For Parts & Service
tel: 01709 700600

Nealine Windscreen Wiper Products tel: 01926 633256
fax: 01926 632600 RUGBY

Nightbright P.C.V. Cleaning Specialist tel: 01850 174029

Northern Counties Ltd
Bus Bodies tel: 01942 212135

Registrations: National Numbers
tel: 01642 360066

R & H Engineering Services – tools and polybush specialists
tel: 01492 573320

Roberts Transmissions
semi – auto gearboxes
tel: 01637 881596

S — S

Scania Bus & Coach UK Ltd
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Tel: 01909 500822
Fax: 01909 500165

Somers Vehicle Lifts
tel: 0121 501 1077

Screen Savers, Glazing
tel: 01831 551166

Southern Trimmers
tel: 01443 710240

Southcoast, Trimmings
tel: 01703 660676

Spares – Allco Passenger Vehicles
tel: 01895 820760

Steamy Windows, J W
Glass tel: 01283 32418

Seatbelts: Pennine Coach Painters tel: 01226 204059

B — B

Beral Brake Linings
Roadlink International
tel: 01902 636206

Belaco Ltd, Brake linings
tel: 01298 811236

Berkhof, Ave-Sales, Parts & Services tel: 01344 861

British Furtex Fabrics, suppliers of quality moquettes for Coach and Bus Industry
tel: 01422 882161

Bryden Riveting Machines
Roadlink Int'
tel: 01902 636206

Buss Bizz, Vehicle spares
tel: 01962 715555/715566

Busparts, for windscreen, body and chassis parts
B/Ham: 0121-524-1200
Bristol: 0117-955 4955
London: 01932-569 177

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tel: 01920 485996
Freephone: 0800 220077

C.P.V. CONVERSIONS, Alpha-Tec. tel: 01132 329559

CCS 24hr Coach Mobile
B/Down Svc tel: 0181 5617838

Coach Wash, Armchair Brentford tel: 0181 568 8227

Cornish-NW, Insurance
tel: 0151 5461282

D — D

Driver Seats: Thomas Scott & Co.
tel: 0141 763120

DB. Associates Business Consultants tel: 01799 540513

Dennis Specialists Vehicles
tel: 01483 571271

Direct Parts tel: 01920 465946

E — E

Elite Services
Seatbelt specialists
tel: 0161 480 0617

Engines, Preston Engines.

I — I

Insurance, Robin Huckle and Co Ltd. tel: 0121 454 8878

K — K

KONI Shock Absorbers,
Roadlink Int' tel: 01902 636206

Kirkby Coach and Bus
Sheffield tel: 01909 551166

Kernow Driving Serv.
tel: 01850 701450

L — L

Lockerbie P.S.V. Consultants, Agents for Onyx, Nutrack and Cacclamali.
tel: 01228 562414/0378 041151 or N.E. Agent on 0860 795598

Leyland Engines, call Actionform! tel: 01902 714242

M — M

Mobile Vehicle Lifts – Prolift
tel: 01432 350330

MAN Truck & Bus UK Ltd

P — P

Paul Gardner, Engineering Ltd
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Audio/visual, catering equipment
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Plaxton Parts & Service
Anston tel: 01909 551155
Direct Parts tel: 01909 550044

Plaxton Parts & Service
Barrhead tel: 0141 8815625
Direct Parts tel: 0141 880 8008

Plaxton Parts & Service
Ware tel: 01920 462383

Prolift, Mobile Vehicle Lifts
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Power Steering Services
tel: 01692 406017
Fax: 01692 406957

PSV Glass
tel: 01494-533131 Fax: 01494 462675

R — R

Reg. Plates, Tayside Numbers:
tel: 01382 350245

T — T

Telma Retarder Ltd
tel: 01908 642822 Fax: 641348

Time Table Frames,
Broadwater: tel: 01379 644327

Toyota GB tel: 01737 785320
After Sales tel: 01737 785213

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Transmissions, U.K. Diesels
tel: 01703 652288

U — U

Uniforms Unlimited
fax & tel: 01423 528275

V — V

Vulcan Eng, Seats&Hand Rails
Halifax tel: 01422 202840

W — W

Wrightsure Insurance Services Limited. tel: 01708 865533/
0151 724 2266

A TO Z
DIRECTORY
Telephone Numbers at a Glance

Coach and Bus Week – Tel: 01733 467144

Appointments & Tenders

Tel: 01733 467144

Fax: 01733 467154



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The Oxford Bus Company operates 170 buses and coaches in and around the city of Oxford and to London, Heathrow and Gatwick.

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This post offers a significant challenge to the right person and an attractive remuneration package is available, including assistance with relocation costs where appropriate.

Applicants should send a full C.V. including details of current salary, under private and confidential cover to:
Philip Kirk, Operations Manager, the Oxford Bus Company,
P.O. Box 819 Oxford OX4 2YP. *Closing date: 7 June '96*



**Hertfordshire
COUNTY COUNCIL**

ENVIRONMENT

TENDERS FOR LOCAL BUS AND EDUCATION TRANSPORT SERVICES

The Passenger Transport Unit is updating its list of operators interested in tendering for local bus and education transport contracts.

If you would like to be included on our tender list, or if you wish to check that the details we already hold are correct, please contact us at the address below by Friday 31 May 1996 for inclusion in this summer's tender rounds: Passenger Transport Unit, Environment Department, Hertfordshire County Council, P.O. Box 99, Hertford SG14 2RE. Tel: (01992) 588640.

ASSURED PERFORMANCE GROUP LTD

Invite applicants for the new position of

TECHNICAL SUPPORT ENGINEER

The successful applicant will be a qualified engineer with recent hands-on experience of airbrake systems within the bus industry. A knowledge of ISO9002 systems would be an advantage.

Reporting to the Engineering Director, you will be expected to liaise with customers to resolve technical queries and be responsible for improving technical awareness, within the company, particularly on new products.

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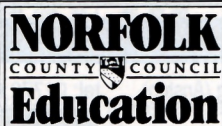
A company car will be provided.

Applications by post including CV to:

The Managing Director, Assured Performance Group Ltd, Barnacre, Garstang, Lancashire PR3 1GD

(63269/APP)

Coach and Bus Week ending 25 May 1996



Provision of education transport

Framingham Earl and Loddon, South Norfolk

Tenders are invited for the provision of transport services (coaches, taxis and minibuses) operating to and from Framingham Earl and Loddon High and their contributory schools, from Tuesday 10 September 1996.

Closing date for the receipt of tenders:

2pm on Thursday 13 June 1996.

Gt Yarmouth, North Walsham and Aylsham areas

Tenders are also invited for taxis and minibuses operating to and from schools in the above areas, from Tuesday 10 September 1996.

Closing date for the receipt of tenders:

2pm on Thursday 13 June 1996.

Full details and the tender documents are available from:

**Niki Park, Education Transport, County Hall,
Martineau Lane, Norwich, NR1 2DL.**

Tel: (01603) 222308 Fax: (01603) 222119

(63045/TEN)

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Tours local/European contract.

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(63136/APP)

COACH AND BUS WEEK

CLASSIFIED DEADLINES

Booking

TUESDAY 1600

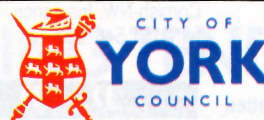
Bookings requiring Proofs

MONDAY 1200

Cancellation

MONDAY 1200

PUBLIC NOTICE



PUBLIC NOTICE

CITY OF YORK COUNCIL

**DIRECTORATE OF ENVIRONMENT AND
DEVELOPMENT SERVICES**

TENDERS FOR THE PROVISION OF SUBSIDISED PUBLIC TRANSPORT SERVICES

Tenders are being invited for the provision of various public transport services in and around the City of York, from September to October 1996 until August 1997, comprising local bus and Education Transport Services.

Forms of tender may be obtained in person from the Directorate offices at 9 St. Leonard's Place, York, YO1 2ET (telephone 01904 613161, extension 1340) or by first class post on receipt of cheque or postal order for £2 made payable to City of York Council to cover the cost of postage. They must be returned in accordance with the procedure described in the tender documents not later than midday Friday 14th June 1996. The Council does not bind itself to accept the lowest or any tender.

In view of the recent changes to local government organisation in the York area, individuals and transport operators wishing to be included on the Council's mailing list for Tender Information should submit a request in writing to the above address as soon as possible. It would be helpful if such requests could show the type of services (e.g. bus or taxi) in which the applicant is interested, details of any licences currently held, and the number of vehicles likely to be available for use on contracted services.

(63165/PN)

▼ Coach

Watkins leaves

Setting up his own PSV sales business

MALCOLM Watkins has left Central Bus & Coach Distributors, the UVG and Autobus Classique dealership based at Fromes Hill near Hereford. A statement from Central chairman, Rudi Plaut, said: "Mr Malcolm Watkins has left the employ of this company and various matters connected with this are

by Mike Morgan

in the hands of our solicitors.

"The company continues to trade and holds a full stock available for sales."

Meanwhile, Mr Watkins is setting up his own coach and bus sales business based in Hereford.



Watkins: now going it alone

▼ Bus

DPTAC: three new members

NEW members of the Disabled Persons Transport Advisory Committee (DPTAC) include **Cliff Dallinger** of Merseytravel, **Tony Kennan** of the Confederation of Passenger Transport, and **David Quainton** of Plaxton.

▼ Coach

Wright joins Chiltern Queens

JOHN Wright, former owner of Wrights of Wrexham, is the new general manager of Chiltern Queens.

Mr Wright, 48, has spent 25 years in the coach and bus industry, having joined the Wrights family business when it had just three vehicles.

Wright subsequently

closed two years ago after a 'bus war' with British Bus subsidiary Crosville Wales.

He said: "For the past two years I have been away from buses working for a PR company. I am glad to be back in the industry and look forward to enhancing the excellent reputation of Chiltern Queens."



▼ Coach and Bus

PCV pass at 18

JAYNE Spalding, 18-year-old daughter of Arthur Spalding, a partner in Scarborough open-top operator, SS Suncruisers, has passed her PCV test and plans on driving for the company this Summer. She will join three generations of the Spalding family, all of whom have been bus drivers.

▼ Coach and Bus

Re-appointed

TRAFFIC Director for London, **Derek Turner** has been reappointed to his £75,000 pa post by Minister for Transport in London, Steven Norris.

▼ Coach and Bus

Tribunal members

PETER Rogers, public transport consultant, writer, and active CPT member, is one of two lay members of the Transport Tribunal to be reappointed for a three-year period. The other is part-time NRA member, **John Whitworth**.



SUBSCRIPTION ORDER FORM

Coach and Bus Week is the news weekly for coach and bus operators. *Transit* provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: *Transit* is not available on subscription without *Coach and Bus Week*.

Payment (please tick as appropriate)

Coach and Bus Week

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe	1 year £92.00.	Airmail 1 year £124.00	

Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe	1 year £115.00.	Airmail 1 year £147.00	

Coach and Bus Week and Transit (New Subscribers)

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe	1 year £164.00.	Airmail 1 year £196.00	

PLEASE ANSWER THE FOLLOWING QUESTIONS.
YOUR COMPANY DETAILS

1. What is your primary job title?

(Tick one only)

- Owner/Director ☐ 01
 Senior/General Manager..... ☐ 02
 Engineering/Service Manager ☐ 03
 Other (please specify)..... ☐ 04

2. What is your company's main business function?

- Bus Operator..... ☐ 01
 Coach Operator..... ☐ 05
 Coach & Bus Operator ☐ 02
 Local Government ☐ 03
 Other (please specify)..... ☐ 04

3. How many vehicles does your company own/operate?

(Tick all that apply)

- | | Buses | Coaches |
|----------------|-----------------------------|-----------------------------|
| 1-5 | ☐ 01 | ☐ 10 |
| 6-10 | ☐ 02 | ☐ 11 |
| 11-15 | ☐ 03 | ☐ 12 |
| 16-25 | ☐ 04 | ☐ 13 |
| 26-39 | ☐ 05 | ☐ 14 |
| 40-100 | ☐ 06 | ☐ 15 |
| 101-400 | ☐ 07 | ☐ 16 |
| 401-1000 | ☐ 08 | ☐ 17 |
| 1000+ | ☐ 09 | ☐ 18 |

4. Do you have responsibility for the recommendation/
purchase and/or specification of the following?

(Tick all that apply)

- | | Pur | Spec | Rec |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles | ☐ 01 | ☐ 12 | ☐ 23 |
| Parts/Spares | ☐ 02 | ☐ 13 | ☐ 24 |
| Oil/Fuel | ☐ 03 | ☐ 14 | ☐ 25 |
| Breakdown | ☐ 04 | ☐ 15 | ☐ 26 |
| Insurance/Finance | ☐ 05 | ☐ 16 | ☐ 27 |
| Fuel Cards | ☐ 06 | ☐ 17 | ☐ 28 |
| Training | ☐ 07 | ☐ 18 | ☐ 29 |
| Venue/Attraction Tickets | ☐ 08 | ☐ 19 | ☐ 30 |
| Ferry Crossing | ☐ 09 | ☐ 20 | ☐ 31 |
| Hotel Bookings | ☐ 10 | ☐ 21 | ☐ 32 |
| Theatre Tickets | ☐ 11 | ☐ 22 | ☐ 33 |
| Other (please specify)..... | ☐ 34 | | |

5. What type of work does your company undertake?

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Exterior White, Interior Grey Moquette, Radio, Pa, Stereo, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat, Soft Trim and Drinks Trays.

Ref: 6686



1993 K Volvo B10M Premiere 320, 53 reclining seats

Exterior White, Orange and Blue, Interior Grey, Blue and Red Moquette, Radio, Pa, Cassette, Front Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door and Crew Seat.

Ref: 7008

1991 H Volvo B10M Paramount 3500, 49/53 reclining seats

Exterior White, Interior Grey Striped Moquette, Radio, Pa, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Curtains, Continental Door and Crew Seat.

Ref: 6904



1990 G Volvo B10M Plaxton Paramount 3500, 53 reclining seats

Exterior Multi Coloured, Interior Brown Moquette, Radio, Pa, Cassette, Wheel Discs, Driver Operated Door, Telma Retarder, Side Locker, Double Glazing, Tinted Windows, Curtains and Continental Door.

Ref: 6937

1993 K Dennis Javelin Premiere, reclining seats

Exterior Red and Cream, Interior Brown Moquette, Radio, Pa, Cassette, Front Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door and Crew Seat.

Ref: 6738



1989 F Volvo B10M Paramount 3500, 49/53 reclining seats

Exterior Green, Interior Grey Moquette, Radio, Pa, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Blinds, Continental Door, Crew Seat, Provision for Crew Compartment and Hot Water Boiler.

Ref: 6872

1978 T Leyland Tiger National MKII (11.35m) Volvo Engine, 49/22 seats

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